Tage.

No. 33,895

PARIS, WEDNESDAY, FEBRUARY 19, 1992

ESTABLISHED 1887

#### OLYMPIC OF PODIUM

#### It's Super for Italy

Deborah Compagnoni, affectionately known by her countrymen as "Tombagnoni" because of a daring style reminiscent of her training partner, Alberto Tomba, made it a super day for Italy as she beat the French favorite, Carole Merle, who had what had seemed to be a huge lead in the women's super-giant

#### Oh, Canada; Yes, U.S.

Canada avoided a stunning upset in the the hockey's single-elimination quarterfinals by beating Germany in a suddendeath shootout. In the other match, the United States beat France, 4-I.

#### Zinke Feels Better

Olaf Zinke, the reportedly ailing speed skater who was the last to win the East German sprint championship, broke from international obscurity to win the gold medal in the men's 1,000 meters. The U.S. hopeful, Dan Jansen, had a dismal day and finished tied for 26th.

#### A Long Wait for Japan Japan won its first Winter Olympic gold medal in 20 years on Tuesday, when the

men's Nordic combined team held off Norway and Austria in the closing 3 x 10-kilometer cross-country relay. Norway continued its iron grip on men's cross-country skiing.

Olympic report: Pages 22 and 23



Alberto Tomba of Italy, the winner of the giant slalom and the first skier to win a gold medal in the same event in two Olympics.

# A Glorious Day in Tombaville, All Humility Aside

By Dave Anderson New York Times Service

VAL D'ISERE, France - In the mountains across from the Olympic giant slalom course, a road now closed with snow twists and turns from the Italian border, only a few miles away. And in Tucsday's sunny chill, as if he were Caesar leading his legions through these Alps centuries ago, Alberto Tomba swooped down to claim this chalet village for

"Now," he told Italian journalists after falling to his knees in celebration, "you can call these the Tombaville Games."

"You are glorious, Alberto," one of the Italian journalists told him as another shouted, "You are great, Alberto."

He didn't even blush. And he certainly didn't disagree. On or off skis, he's a mixture of Mnhammad Ali, Joe Namath, Reggie Jackson, John McEnroe, Magic Johnson and Casanova. He calls himself "the Messiah of skiing" and "Tomba la Bomba," and when he arrived here a few days ago he suggested that he would adopt a more monastic lifestyle. Sort of. At least temporarily.

"I used to have a wild time with three women until 5 A.M.," he said. "But in this

Olympic Village I will live it up with five women until 3 A.M."

Whatever his boasts about his ski life and his love life, Alberto Tomba has usually backed it up. Except for Katarina Witt's brush-off. Moments after the then East German figure skater won the 1988 gold medal at Calgary, Alberta, Tomba arrived in a black overcoat with the collar turned up around his black hair, measured her with his green eyes and handed her a bouquet of roses and an autographed poster of himself on which he

had drawn a picture of a heart. "To the dear Katerina," he had written.

"Best regards. Ciao. Alberto Tomba." He had misspelled her name, using an "e" in the middle. So much for that romance.

But he knows there's no "e" in slalom. By winning the giant slalom Tuesday, he became the first Olympic skier, man or woman, to win a gold medal in the same event in two Olympics. And if he wins the slalom Saturday at Les Menuires, he will be the first to com-plete a double-double: gold medals in the

"I can't explain how joyous 1 am," he said, See TOMBA, Page 23

## Subs Collide, **Moscow Plans** Protest to U.S.

By John Lancaster
Washington Pan Service
WASHINGTON — The Pentagon confirmed on Tuesday that a U.S. submarine on an intelligence-gathering mission near the Russian port of Murmansk collided with a submarine operated by the Commonwealth of Independent States last week.

Moscow anthorities said the collision occurred inside Russian territorial waters and blamed the United States for the accident, which apparently caused no injuries.

Pentagon officials gave a different account, saying the Los Angeles-class attack submarine, the Baton Rouge, was operating in inter-national waters above the Arctic Circle in the Barents Sea at the time of the accident,

Officials said the submarine was at periscope depth when it was struck by a Russian Sierra-class submarine as the Russian vessel surfaced 23 kilometers (14 miles) from the Kola Peninsula, home of the former Soviet Union's Northern Fleet.

The Baton Rouge was not damaged and is expected to return to its home port of Norfolk, Virginia, next week, officials said. Moscow said it would protest to Washing-

ton, news agencies reported. The fact that a foreign submarine was operating secretly in our waters can't help but provoke justified concern in the Russian leadership," the Interfax news agency quoted

a Commonwealth Navy report as saying. U.S. and Soviet submarines have long engaged in cat-and-mouse games in the busy Arctic waters where the accident occurred and collisions are not unheard of.

But the episode last week was unusual because the Pentagon almost never discusses such activities and because the collision highlighted the continuing presence of U.S. attack submarines near Russian shores despite the end of the Cold War.

U.S. Navy officials on Tuesday sought to preempt criticism of the submarine patrols, asserting that as long as Russia continues to build and deploy submarines, the navy has an obligation to keep track of them.

A navy official who asked not to be identified said recent intelligence reports indicated that six ballistic missile submarines and "several" attack submarines belonging to the

bers in North Korea would be imprisoned or

Sergei Tikhomirov, a Russian who h No-

vember completed a three-year assignment as

correspondent for Prayda in North Korea, said

that although he speaks Korean, he was unable

See KOREA, Page 6

perhaps even killed.

# Commander **Expects Split** In Ex-Soviet Armed Forces

#### He Urges Politicians To Let Military Breakup Occur in 'Civilized' Way

By Fred Hiatt

Washington Post Service
MOSCOW — The commander of what was once the mighty Soviet military predicted Tues-day that his army would break up into national forces, but he urged politicians to allow the split

to take place slowly and peacefully.

Marshal Yevgeni I. Shaposhnikov, the former Soviet defense minister and now commander in chief of the joint forces of the Commonwealth of Independent States, said his armed forces would not hold together because the Commonwealth itself had no real political

But he said the former Soviet republics should engineer a "civilized" breakup during a three-year transitional period, calmly settling the difficult questions of apportioning equip-ment, reworking supply lines and unshuffling an officer corps that has prided itself on its mixture of nationalities.

"I think in the end our army will split into national armies," the marshal said at a news

Marshal Shaposhnikov's prediction was nnteworthy since he has been a leading force prodding the republics to stay within a joint military framework. The veteran air force gen-eral seemed in part to be addressing his own officers, many of whom bitterly oppose a breakup and believe the Soviet Union should be reconstituted, according to opinion polls.

The military commander also acknowledged that the republics have yet to resolve many tough questions, including how to comply with a troop-reduction treaty signed by the former Soviet Union and how to exercise control over a

military that belongs to many countries.

"What is so difficult about my position is that now I have 11 superiors on strategic forces and eight superiors on conventional forces,"

Marshal Shaposhnikov said. He acknowledged that at a meeting of repub-he presidents last week, three of the 11 Commonwealth republics refused to take part in a joint conventional force even for a transitional

Azerbaijan, Moldova and Ukraine, the largest former Soviet republic after Russia, said they would go their own ways immediately.

Russia and seven other republics agreed on a joint force, but even some of them may not stay Shushkevich, set the transitional period at two years. During the transition, he said, "the links between our armed forces and the Supreme Command will gradually weaken.

Mr. Shushkevich added that Belarus's position had been "warmly" accepted by other presidents. But he added that he was "not sure" that it appealed to some of the representatives

nf the military's general staff. Marshal Shaposhnikov criticized Ukraine for moving too fast in breaking away from the

Soviet military.
"By too much haste," he said, "we often do harm to people's lives."

He insisted that a strategic air force unit

whose general declared allegiance to Ukraine nonetheless remained part of the Commonwealth joint forces. Marshal Shaposhnikov also rejected the de-mand from the Ukrainian president, Leonid M.

Kravchuk, that 13 air force crew members, who last week defected from Ukraine to Russia in Su-24 long-range bombers, be returned to Ukraine for court-martial. He said he would discuss with Ukrainian officers the fate of the planes, however.
Mr. Kravchuk, who has blamed Marshal

Shaposhnikov for many of the tensions be-tween Ukraine and Russia, said that a joint military could not long remain under civilian control and "sooner or later" would emerge more powerful than political leaders.

"The reality is there can be no common military," he said. Ukraine's defense minister, General Kon-

stantin Morozov, said Tuesday that more than 30 percent of servicemen based in Ukraine now had taken an cath of allegiance to Ukraine.

The Ukrainian army newspaper said that although the defecting air force crews took their regimental banner with them to Moscow, the remaining pilots in the unit in western Ukraine appealed to General Morozov not to disband the regiment but to designate it "the 1st Ukrainian Bomber Regiment.

The pilots asked for a new combat flag in blue and yellow, the colors of independent Ukraine, the newspaper reported.

Asked how the independent states of the Commonwealth would meet the Soviet Union's international obligation to reduce its conventional troop strength, Marshal Shaposhnikov replied, "That is a good question, a timely question and a difficult question."

The republics have not been able to resolve how to apportion reductions in troop strength,

#### In North Korea, Food Is Scanty but Hatred of Regime Is Plentiful By Nicholas D. Kristof times contemptuous of President Kim Il Sung, and from defectors - suggests that ordinary visit. Even when it does allow visits, the fear is als of Korean descent seemed worried about New York Times Service TUMEN, China — North Korea is facing a must wear. "In their ho the "Great Leader" whose badge everyone people are living on little more than rice, and so great that those North Koreans interviewed talking candidly about North Korean The risk, not even enough of that. Even kimchi, the all insist that life is wonderful and getting they said, was that if North Korean agents pickled cabbage that is normally served with better. The result is that accounts by ethnic learned of their comments, their family mem-

growing economic crisis and worsening food shortages, with some people scrowinging on the hillsides for edible plants to alleviate hunger, according to ethnic Koreans who have visited relatives in North Korea.

Discontent is mounting along with the shortages, the ethnic Koreans said in interviews in his and other Chinese border towns. They added that in private, North Koreans are some-

By David Von Drehle

and David Maraniss

Washington Post Service
GOFFSTOWN, New Hampshire — Finally.

it came to this: Walter Zemis stepped from the little curtained booth, a blue Democratic ballot

in hand, and fed the paper into an electronic vote reader. Zzhunppp! One for Bill Clinton.

And away he went into a cold, gray morning.

All of the hundreds of speeches, thousands of ads, millions of dollars. Countless hours of

gripping and grinning, frantic caravans criss-

crossing the landscape, stale cookies and bitter

All the skull sessions devoted to minute strategems. All the tracking polls and telephone banks and focus groups. All of the plans—economic, industrial policy, health care, envi-

ronmental education - and all the points to

said a young ethnic Korean who has visited North Korea, Like many of those interviewed, he is a Chinese national whose ancestors migrated from North Korea a few generations

Almost all information available about North Korea - from ethnic Koreans who visit relatives there, from foreigners who live there

A New Hampshire Lesson:

Count Up the Reflex Votes

meals, is in short supply, along with chopsticks, clothing, electricity and everything else.

Clinics lack even alcohol to sterilize hypodermie needles, according to an ethnic Korean who visited a relative who is a nurse.

North Korea, which has a population of 22 million and is probably the most totalitarian state now in existence, allows few Westerners to

Koreans visiting relatives offer a rare peek into one of the most secretive countries in the world.

Despite the indications of discontent, nearly everyone seems to agree that fear remains omnipresent in North Korea and that there is little indication that falling living standards will in-

spire people to challenge the regime. Even on Chinese soil, many Chinese nation-

#### Kiosk



Police officers patrolling in Abidjan on Tuesday after an anti-government murch in the Ivory Coast capital turned violent.

# Federal Reserve Eases Again, **But Reluctantly**

By Lawrence Malkin International Herald Tribune

NEW YORK — Resisting continued political pressure to stimulate the U.S. economy, the Federal Reserve Board did the minimum possiole Tuesday to ease credit on the day before its chairman faces Congress with the central bank's targets for the year.

The Fed said that as of April 2, it would lower to 10 percent, from 12 percent, the amount member banks must maintain in their reserves against checking and similar accounts. This will reduce banks' costs in making loans. But whether it will increase bank lending,

economists said, depends more on whether people have the confidence to borrow than whether banks can make a profit jending. "The Fed has already made it much cheaper for people to borrow," by cutting interest rates sharply, said Sam Kahan of Fuji Securities.

"Now it is making it cheaper for banks to lend." Despite the limited nature of the Fed's easing the bond market was seized by fear that it would ignite inflation, hurting the value of fixed-income securities. The price of the 30year Treasury bond fell more than a point, and its yield, the long-term interest rate that moves inversely to price, hit the psychologically im-

See CREDIT, Page 14

#### the cajoling, wheedling, pleading, blasting, punditry and analysis finally came to this: Christine Thivierge fed her red Republican ballot into the machine, Zzhumppp! One for George Bush. They voted in waves Tuesday - 200 in the first hour in Goffstown, 1,200 in four hours at

those plans and all the prones on the points. All

Webster School in Manchester, the biggest crowds in a dozen years at many polling places From New Hampshire, some inescapable home traths. Page 3.

statewide. The primary election that just a few months ago seemed a one-way ticket to Dullsville was, voters said, fascinating, confusing, challenging, invigorating. Emerging from voting booths, they described their difficult, sometimes unconventional, choices and said they were proud to have made them.

Katherine Caldwell, a Nashua nursing-home manager and unflagging moderate Republican nearly lost her nerve. A week ago, she said, she decided that the New Hampshire economy had deteriorated so badly that she would vote for Patrick J. Buchanan as a message to President

Bush.

But then she was in the booth, studying the ballot, and found herself remembering how proud she had been of Mr. Bush during the Gulf War and how much she admired Barbara Bush, and she came to the name Buchanan and pondered bow little she really knew about the man. And, she recalled, she thought to herself,

See POLITICS, Page 6

# Abidjan Arrests Opposition Leader

The police in Ivory Coast arrested the country's main opposition leader and hundreds of his supporters Tuesday when an antigovernment march turned into a riot.

The arrests came when demonstrators, many carrying axes and harling rocks, shattered car and shop windows in the capital. Abidjan, witnesses said. Several people were reported wounded. Laurent Ghagho, leader of the Ivorian Popular Front, was detained at a military camp along with his wife, other opposition leaders and at least 300 supporters, witnesses said. The front and other parties had called the march as the latest protest against the government of President Félix Houphouët-Boigny. (Page 2.)

Palestinians gave mixed signals on peace talks' future. Page 2. Punish militarts pressed an election boycott.

Stage/Entertainment At Berlin's film festival, there's

less pizzazz than at Cannes, but a lot more film.

Page 12.

Page 2. Crossword

Business/Finance

pool operations.

3,224.73 Down

21.24

Three big European insurers will

Page 13.

5.5885

DN 1.644

Pound 1.7555

Yen 127.935

# Idyllic Arcadia, Idle Without Its Youth, Symbol for Rural Europe

By Marlise Simons

New York Times Service AGIOS NIKOLAOS, Greece -- Even on a winter day, Arcadia still resembles the land that forever linked its name to the simple life of pastoral bliss — shepherds milling behind their flock, terraced hillsides producing food, birds soaring high above olive and apricot

To listen to the young people here, this region of southern Greece sounds quite different. They see Arcadia as a place of boring mountain villages, far from cinemas, wellpaying jobs and new faces. And they dream of going to Sparta, Athens or even nearby Tripo-

As many follow the new urban dreams, the family houses crumble, others have their windows boarded up, and ancient communities slowly wither and die.

"There were just four weddings last year," the Reverend Kristoforos Kokonas said. "We buried 18 people. I baptized only five new

A large and plaintive man who had pulled a down vest around his black Orthodox Christian robes, Father Kokonas has seven children of his own. But Ioannis Pontikis, who was at the same cafe table, said his four brothers and a son had moved to Canada. At times, he said, the only jobs were collect-

ing chestnuts or going down to the valleys to pick olives and oranges. "Maybe they were wrong to leave everything, even their peace," said Mr. Pontikis, who has lived all his 74 years here. "How are

we to keep alive?" Such questions are heard throughout southern Europe, as well as in many other parts of the world, as age-old villages and hamlets lose and workplaces improved there, they became

young people, all potential farmers, craftsmen, teachers and traders who choose modern urban life. Family farms have been closing across Italy, in the center of France, in the interior of Spain and Portugal. The difference, experts believe, is that in Greece the continuing exodus is felt more suddenly and more Social scientists note that this thinly popu-

lated country was long a place of few impor-tant cities. Its people lived scattered over hundreds of islands and thousands of tiny villages. People would leave, yet somehow they kept returning, even if for just a few months a year. But development money, much of it from

the European Community, has in recent years flowed to bigger towns. And as schools, clinics

Greece's population is more unevenly distributed than that of other nations of Europe. Greater Athens today is home to 40 percent of the country's 10 million people. Yet according to the latest census, Greece still has more than 4,000 villages of around 100 residents each.

"The flow to Athens and Salonika has slowed because life there has become too expensive," said George Diafetas, a sociologist and demography specialist.

"It's the little places that are dying quickly," he said. "They are too small, too far or too nigh up to get roads or other official support." Up on the mountains of the Peloponnesus, Arcadians have their own theories. The population of Agios Nikolaos, which was about 3,000 in the 1960s, has dwindled to 700. Some people here think that young women, who have gained more education and more freedom, are now pushing harder to leave than the

men. Some think the young men have gone

They only want government jobs, like working for the electricity or the telephone companies," Mr. Pontikis said. "Alone they

think they cannot do anything." Some older people have yet another explanation. They think that after hundreds of people from Agios Nikolaos moved to the United States, Canada or Australia in the 1950s and '60s, those who stayed behind grew accustomed to generous remittances from abroad. And this, they say, broke the tradition of self-reliance.

Just eight kilometers (five miles) around the mountain. Agios Petros shares many of the region's problems, but it has a surprising feature: It grows. On the main square a new coffee shop just opened, courtesy of Vasilis See ARCADIA, Page 6

Compiled by Our Staff From Dispatches ABIDIAN, Ivory Coast - Ivory Coast's main opposition leader was arrested along with hundreds of supporters on Tuesday when an anti-government march degenerat-...ed into rioting.

The mass arrests came when thousands of demnnstrators poured through Abidjan brandishing clubs and hurling rocks. The rioters shattered hundreds of car and shop windows in the city's central district. Several people were reported wounded.

· Laurent Gbagbo, leader of the Ivorian Popular Front, was detained at a military camp along with his wife, Simone, and Rene Degny Segui, the head of a human rights group, witnesses said. At least 300 opposition supporters also were arrested, the witnesses

tara said that Mr. Gbagbo and others had been seized in a "clear case"

of breaching the peace.
Western diplomats who witnessed the violence saw police officers arrest Mr. Gbagbo and his wife after using tear gas to flush them out of an office block where

they took refuge.

A diplomat said he saw officers pour gasoline on Mr. Gbagbo's empty car and set it on fire. The vehicle was destroyed, he said. The Ivorian People's Front,

along with smaller parties and a banned radical student group, FESCI, called the march as the latest protest against the government of President Felix Houphouet-Boigny.

Mr. Houphouet-Boigny sparked widespread protests two weeks ago when he refused to act against his army chief of staff, General Robert Guei, whn was held responsible by an official commission for the rape and torture of students during a raid in May.
The violence Tuesday erupted

after groups of demnnstrators broke into a courthouse to demand the release of Martial Ahipeand, a law student who heads the student

Riot police expelled the protesters from the court building. Several people were seen lying wounded in

Many of the several thousand demonstrators were seen carrying sharpened sticks, metal bars, axes or knives, according to witoesses.

"All leaders of opposition par-

ties who took part in today's demonstrations and who have been caught in the act of destruction have been arrested, and legal action will take its course," Mr. Ouattara said Tuesday.

Mr. Gbagbo, 47, an academic, legislator and former political prisoner, ran against Mr. Houphouet-Boigny for president in October tion was legalized. (Reuters, AFP)

#### **Detentions Reach** 5,000 as Algiers Reshapes Cabinet

ALGIERS - Authorities continued tracking Muslim fundamentalists Tuesday, arresting scores of people while leaders refined plans to revive the economy and streamline the government.

A member of the ruling State Committee said the militarybacked government had detained 5,000 people in less than two weeks. It was the first comprehensive count of the arrests since the government began a crackdown on the Islamic Salvation Front.

Prime Minister Sid Ahmed Ghozali was expected to accept the resignation of his government on Wednesday, a government official said. Officials said that a trimmeddawn government, centered around several "superministries," would be named.

Algerian television said 14 members of the Armed Islamic Movement had been arrested in the western city of Oran. Police reportedly confiscated an arsenal of weapons.



Pacific Western University 600 N Sepulveda Blvd., Dept. 23 Los Angeles, CA 90049

# The Nuclear Deal: Will Yeltsin Open Up to West?

By Joseph Fitchett International Herald Tribune

PARIS - The first two Western initiatives to help Russia gain control of the nuclear-industrial complex — a job center to recycle military scientists and U.S. armored boxcars to transport warheads — point up Russian politi-

cal sensitivity about direct foreign involvement in its military affairs, Western officials said Tuesday.

A big unanswered question, these officials said, is whether President Boris N. Yeltsin will widen the scope for Western involvement in efforts to dismantle nuclear warheads and prevent them - and the designers of the weapons — from finding their way to nations that are seeking to build their nuclear weapons of their own.

A proposed \$100-million science and technology center, for which the European Community will provide \$75 million and the United States the balance, will be mainly of symbolic value in helping the Russian authorities avert a huge outflow of nuclear experts.

In practice, such a center cannot give jobs to all the scientists and thousands of technicians who might he able to help other countries build missiles and warheads. Already, according to a specialist involved in Western discussions on the topic, "hundreds of Soviet scientists have disappeared, some to the West, some to Israel and South Africa, some just to their homes and some - who knows where?"

The proposed center could strengthen Mr. Yeltsin's efforts to persuade those who worked in the Soviet nuclear industry that he has a program to offer them new work in the future, including jobs dismantling nuclear warheads that they helped build. That might also help him prevent scientists from leaving Russia legally.

sector, remains open to question. Western officials said that it was unclear whether they could insist that the new institute concentrate on the urgent task of disarming and dismantling upwards of 30,000 nuclear warheads, some

reportedly in dangerous condition. Mr. Yeltsin is certainly willing to take our money for Soviet warheads that are so old that they are a bigger

#### **NEWS ANALYSIS**

threat to the people around them than to any enemy," a Western official said. "What's not clear is whether he will let Western technicians actually help secure the weapons. Dismantling the unsafe parts of the former Soviet arsenal will be a long and vastly expensive task — possibly

costing \$10 billion through the rest of the decade. Nn one is sure of the timetable or the price tag.

The actual number of Soviet warheads is unknown, even to authorities in Moscow, because of discrepancies between the output statistics from factories and the military's inventory, officials said.

Taken together with spares and other hidden categories. this surplus, which came to light in the closing phase of the START negotiations on cutting U.S. and Soviet long-range missiles, means that Moscow may have 20 percent more warheads than the figure of 27,000 often cited. Russian specialists' demands in terms of safety have changed since the days of the Soviet system in which people worked in hazardous conditions.

Now technicians in Russia and other former Soviet republics expect standards of protection comparable to

But the role of the Western donors, beyond trying to promote international industrial activity in the civilian also be handling warheads that in most cases offer few or also be handling warheads that in most cases offer few or none of the safety features built into Western nuclear

In contrast, the U.S. decision to give Moscow 25 armored boxcars will bring immediate benefits as the authorities try to ship thousands of warheads back to Russia from outlying republics where the weapons were deployed with Soviet military units.

The railroad cars are designed to protect the warheads against terrorist attack: some can carry armed guards and, most important, their two-ton steel plating could absorb a bazooka round without detonating the warhead inside.

Other safety features include a system that, in an accident, would push cars up on top of each other to avoid

The United States used these railroad cars for shunting warheads across the country until the 1980s, when they were replaced with 18-wheel trucks. Each boxcar normally carries two warheads, so the

U.S.-supplied convoy can meet only a small fraction of Moscow's needs, even if it constantly shuttles between outposts and storage depots.

But the gift underlines U.S. determination to support Mr. Yeltsin's efforts to pull back all the Soviet warh even from republics that might be tempted to hang on to

"The high-profile diplomacy has a downside in trying attention to the political importance of nuclear arms and possibly creating a temptation in some republics," an official said, "but it's worth it because the big threat is leakage to nuclear wannabees elsewhere."

> By Clyde Haberman New York Times Service
> JERUSALEM — Palestinian

leaders sent out mixed signals about Middle East peace negotia-

tions Tuesday, with a senior official

of the PLO saying that a delegation

would attend a new round of talks

next week, while a spokeswoman in Jerusalem warned that the process

was "at the brink of collapse."

Indications were that the Pales-

tinians would probably be on hand when the talks resume in Washing-

ton on Monday. Among the parties

to the talks, Israel, Syria and Leba-

non have aunounced that they will

attend, and a senior official in Am-

man was quoted as saying Tuesday that Jordan would go as well. [The leader of the Palestinian ne-

gotiating team, Faisal Husseini, de-

nied that the Palestinians had

threatened not to attend the talks,

Reuters reported from Jerusalem.]
The Palestinians' intentions have

been unclear, and the murkines

deepened when local leaders in

East Jerusalem and the occupied

West Bank suggested that they

might stay home to protest Israel's

The local leaders called on the

United States, as chief sponsor of

the talks, to press Israel to release

While stopping short of threat-ening a boycott, they also suspend-

ed plans to go to Amman on

Wednesday for preliminary consul-tations with Jordanian counter-

parts that have become a standard

feature of the 4-month-old peace

Hanan Ashrawi, spokeswoman for the Palestinian delegation, said,

The process is at the brink of

to reports from Damascus, a mem-

the Palestine Liberation Organiza-

A senior official at the PLO

headquarters in Tunis reportedly

Palestinian delegates have said

many times that the decision on

their participation would be made

in Tunis, even though the PLO has

no formal role in the peace process.

efforts were underlined on Friday

by a second day of rocket and artil-

lery exchanges between Israeli

forces in southern Lebanon and

Shiite Muslim guerrillas intent on

avenging Israel's assassination over the weekend of Sheikh Abbas

Musawi, leader of the pro-Iranian

Dozens of rockets struck north-

ern Israel and a strip of southern

Lebanon that Israel claims as its

"security zone" against terrorist at-

In turn, the Israelis and their surrogate Lebanese militia fired ar-

tillery rounds at Shiite targets, and

an Israeli helicopter gunship struck at the home of a Hezbollah official,

have been no conclusive reports on

his whereabouts, although Israeli military officials say they believe he

When the Defense Ministry was

asked by The Associated Press

about the report of Captain Arad's

statement saying, "Israel continues to see Iran as solely responsible for

Ron Arad's peace, health and

tacks at its northern border.

Hezbollah in Lebanon.

The strains on Middle East peace

Washington round.

made a similar comment.

their negotiating team.

process.

# Palestinians Give Mixed Signals on Talks' Future



Followers of the slain Hezbollah leader, Sheikh Abbas Musawi, weeping on Tuesday at his funeral in Baaibek, Lebanon.

# Labor Party Rematch: Peres vs. Rabin

ise-takers, is far more likely than

Mr. Peres to siphon off centrist and

away the West Bank store.

Likud and Labor are more likely to

join forces in another "national

unity government," along the lines of the coalition they maintained from 1984 to 1990. That, many feel,

is the best chance the peace process

On its own, Labor is considered

unlikely to have the post-election

wherewithal to stitch together a co-

alition of leftward parties and reli-

may have.

New York Times Service
United States, could be enormous. gious forces. The electorate has ing more ground, and the Likud JERUSALEM — Both men are
Mr. Rabin, according to political drifted steadily to the right, and the right wing have been movformer prime ministers now looking their 70th birthdays square in the eye. Both are widely regarded as blessed with considerable talents, and marred by equally notable flaws. And each has an abiding dislike for the other acquired over

two decades of political punch-In the view of many Israelis, both are also close to wearing out their welcome and perhaps ought

But that is not about to happen, at least not now.

to yield to a new generation of

And so on Wednesday, for the fifth time in the last 18 years, Shimon Peres and Yitzhak Rabin will battle for leadership of Israel's Labor Party and the right to then slog on against Prime Minister Yitzhak Shamir and his Likud party.

Accepted wisdom here is that once-dominant Labor is in rocky shape but that it would be in a much stronger position against Li-kud if Mr. Rabin displaces Mr. Peres as party chief in what will be Israel's first election in which party members will be able to choose their leader directly, instead of leaving the task to the party's cen-

and for the Middle East peace pro-cess as well as relations with the mission head, João Guerra Sal-

U.S. Electorate Rises 3.4% The Associated Press

WASHINGTON - The napresidential election, the Census Bureau reported. The bureau said that most of the 3.4 percent increase will be among voters who are 45 and older.

Herald Eribune

LIVING IN THE U.S.?

NOW PRINTED IN

**NEW YORK** 

FOR SAME DAY

**DELIVERY IN KEY CITIES** 

TO SUBSCRIBE, CALL

1-800-882 2884

(IN NEW YORK, CALL 212-752-3890)

gueiro, said Tuesday. After he had after talks with offi-

The cease-fire, in force since Jan.

The UN secretary-general, Bu-tros Butros Ghali, wants the Secu-

His proposal, included in a re-port to the council Monday on the projected peacekeeping operation, reflects fears that ethnic extremists in Croatia might try to wreck the UN plan by ordering the peace-keeping force oot of Croatia and then extend sovereignty over the Serbian minority enclaves that the force is intended to protect.

The secretary-general's plan un-derscores the risk in the Yugoslav operation. It calls for the Security Council abandoning its normal

moderately right-wing votes from time in June are conspicuously unbending as a group on security mat-As a former army chief of staff, a ters and territorial concessions. hard-liner against the Palestinian Orthodox Jewish voters also uprising when he was defense minhave moved rightward, making it ister several years ago, Mr. Rabin is seen by many Israelis as the toughever less likely that religious parties

can be considered natural coalition er man, someone who would be more flexible than Mr. Shamir in partners for Labor. Perhaps Labor's best chance is talking peace with the Arabs but less likely than Mr. Peres to give with the 250,000 potential voters Many commentators say that with Mr. Rabin as party leader,

among recent immigrants from the former Soviet Union. Mr. Peres is apparently so hopeful that he has been studying Russian for months.

But no political analyst seems to have figured out which way this Russian wind blows. If anything.

Since 1988, Labor has been los-

approximately 200,000 18-year-ing up," said Hanoch Smith, a olds who will be voting for the first specied poll-taker. spected poll-taker. Even though it is presumed to be

in a stronger position, Likud faces problems of its own in forming a conservative-religious coalition.

It would mean having to turn again to the same small far-right parties that only a month ago walked out on Mr. Shamir, costing him his parliamentary majority, in protest over his willingness to discuss Palestinian autonomy in Israe-

li-occupied territories.

If Likud is as committed to the peace process as it says it is, one common argument goes, it may have no alternative but to enter another unity government. And if week with the formation of a party known as Da — Russian for "yes" able to Mr. Shamir than the more professorial Mr. Peres, whose repeated calls for a settlement freeze anathema to the government.

— CLYĎE HABERMAN

# **EC Sees Yugoslav Truce Holding**

BELGRADE - Enropean The consequences for the govcommunity monitors are confiernment that will be formed after dent that the Yugoslav cease-fire
parliamentary elections on June 23, can hold until United Nations

cials of the Serbian government and the federal army here, Mr. Salgueiro said that no major problem tion's voting-age population is expected to be 189 million by Nov. 1, ment of nearly 14,000 troops from a 6.3 million increase since the 1988 31 nations. ment of nearly 14,000 troops from

3, had reached a "phase where it can hold until the UN forces arrive," he said. "This is in the interests of all the parties concerned."

rity Council to be prepared to keep the peacekeeping force in place un-til a political settlement is reached, even if the republic of Croatia asks it to withdraw.

practice of deploying peacekeeping

forces only with the consent of all was one of the most heavily hit war the parties to a dispute. zones during the fighting. have made the assumption,

which I recognize could also be and it's bound to have difficulty," questioned, that the Yugoslavian Mr. Salgueiro added. "We are very parties are ready to engage serious-ly in the difficult task of negotiated an overall settlement," the secre-

but remain in Yugoslavia "until a negntiated settlement was achieved." As an additional mea-sure to "build confidence," he is asking the council to rule that the force may be withdrawn before the initial t2-month period is completed only "if the council took a spe-cific decision to that effect."

Mr. Salgneiro discussed ceasefire violations with the deputy federal defense minister, Stane Brovet, and the army's deputy chief of staff, General Andrija Raseta. He said the largest number of violations had occurred in eastern Croatia, which borders Serbia and

"It's a very sensitive front line

active there because of that." No timetable has been set for the arrival of the UN force. Its presan overall scurainan, tary-general said in his report.

Mr. Butros Ghali proposed that out Croatia, except for the Serbian enclave of Krajina.

Milan Babic,

Krajina's leader, Milan Babic, who on Monday dropped a threat to use force to stop peacekeepers from entering the mountainous re-gion, said Tuesday he would ask Mr. Bntros Ghali not to send forces until after a referendum on the issue next weekend.

Mr. Butros Ghali acknowledged ties were reported. in his recommendation to the Secu-rity Council that the UN troops to a radio station, an anonymous could be attacked by both Serbian caller claimed that a captured Isand Croatian fighters to sabotage raeli airman, Captain Ron Arad, had been killed to avenge the death of Sheikh Musawi. The privately the peace effort. But he said the need for the UN

to act outweighed the risk. (Reuters, NYT)

#### Fire Destroys Pavilion at Expo '92

The Associated Press

the cause, but they considered the blaze accidental and said it might have been sparked by a welding torch or soldering gun.

SEVILLE, Spain — A fire Tues-day afternoon destroyed the sec-oud-largest pavilion at the Expo '92 theme buildings for the fair, which complex, and organizers said they is to run from April 20 through Oct. did not plan to rebuild it. The auis to run from April 20 through Oct. thorities had not yet determined a fantasy trip through important discoveries.

Pavilions representing more than 100 countries are in the last stages of construction for the fair.

# WORLD BRIEFS

# **Bush-Yeltsin Summit Likely in July**

WASHINGTON (AP) - The Russian president, Boris N. Yeltsin, will probably travel to the United States for a summit meeting with President George Bush in July, but the specific date has not been set, the White

Mr. Bush's press secretary, Marlin Fitzwater, said that at their meeting Mr. Bush's press secretary, Marini Pilzwaler, sau that at their meeting in Camp David, Maryland, last month, the two leaders had discussed hopes for a meeting later in the year, and that July was the likely month, in Moscow on Monday, Mr. Yeitsin said he hoped to be able to announce at such a meeting that agreement had been reached on further bilateral reductions in long-range nuclear arsenals.

## Libyan Suspects Seen but Not Heard

TRIPOLI, Libya (AP) — Libya on Tuesday produced the two men accused of blowing up Pan American World Airways Flight 103 to show

Foreign journalists invited to Tripoli to attend a public hearing were shown the suspects but prohibited from asking them any questions. Judge Ahmad Zawi, who is heading the Libyan investigation, said there would be no hearing. "According to Libyan law," he said, "It is forbidden to make an investigation public."

The United States and Reitein have channel that the said in th

The United States and Britain have charged that the two men, Abdel Basset Ali Megrahi and Lamen Khalifa Fhimah, are Libyan intelligence agents who planted the bomb that blew up the jettiner over Lockerbit, Scotland, in December 1988, killing 270 people. A former CIA official, Vincent Cannistraro, said last week that the suspects had disappeared from Tripoli. Mideast and European intelligence sources said they might

#### U.S. Update on Silicone Implants

BETHESDA, Maryland (AP) — Silicone gel breast implants leak much more often than previously believed, and one Japanese study indicates a link, still inconclusive, between the gel and an immune system disorder, a government panel was told Tuesday. One witness said that the rupture rate may be as high as 14 percent, although industry figures are much lower.

The panel, consisting of experts advising the Food and Drug Administration, has three days to decide whether the implants now in the bodies of nearly a million American women are safe. At the agency's request, manufacturers and surgeons have stopped using the implants until the

safety issue is settled. The panel also heard from a group of three rheumatologists and a neurologist who told of patients suffering from autoimmune diseases whose conditions improved when their breast implants were removed.

#### Ex-Bush Aide to Testify for Noriega

MIAMI (AP) —George Bush's chief of staff during his vice presidency will take the stand for the defense in the drug-trafficking and racketeering trial of Manuel Antonio Noriega, an attorney for the former Panamanian

But the lawyer demurred on whether Admiral Daniel Murphy, who is due to testify Wednesday, would be asked about Mr. Bush's relationship with Mr. Noriega. "We'll have to see," John May said. "But his testimony will be very short, and shouldn't be controversial."

Admiral Murphy, who is retired, was Mr. Bush's top aide from 1981 to 1985 and also directed the vice president's South Florida task force on drugs. Mr. May said most of the questions would concern his task force duties and Panamanian cooperation in drug interdiction. U.S. District Judge William Hoeveler has repeatedly warned the defense to avoid politically charged questions in the trial.

#### Vote Right to Beat Le Pen, Left Urges

NICE (AFP) - The French left on Tuesday took the unusual step of tacitly calling on its followers to vote conservative in an election here Sunday to prevent a victory by Jean-Marie Le Pen's extreme rightist

The Alpes Maritimes chapter of the governing Socialist Party, citing a "scrious threat," called on democrats to go to the polls "and vote to defeat Le Pen's candidate." The Communist Party, in a separate statearrest of two men recently added to ment, promised "everything in its power to prevent the election of the FN candidate" and called on its electorate to vote accordingly.

The National Front's Jacques Peyrat took 38 percent in the first round of a by-election here over the weekend, knocking both Socialists and Communists out of the running. He polled more than the combined total of the two rightist candidates.

#### TRAVEL UPDATE

#### BA Offers U.S. Frequent Flier Plan

NEW YORK (UPI) - British Airways set up its own frequent-flier programs for U.S. travelers on Tuesday and said it would end its participation in frequent-flier programs offered by American Airlines

But the situation apparently The new program links the service benefits of British Airways' Executive Club with the mileage benefits of a frequent-flier package. It also provides a "household" account, allowing up to four people who live at ber of the executive committee of the same address to share mileage credits.

Finland plans to run a daily passenger train to St. Petersburg starting on May 31 to compete with Russian trains that have monopolized the line tion. Yasser Abed Rabbou, said after meeting with the Syrian for-eign minister that Palestinian negosince it was opened in 1870, a railroad official said. tiators would take part in the next

A one-day public-service strike brought chaos to Portugal on Tuesday, hitting road and rail transport, airports, schools and hospitals. The strike was called to protest a government wage offer. Solidarity's railroad workers called for a two-hour train strike throughout Poland on Wednesday morning to back demands for wage increases

The Weather

for Polish rail workers, a union source said.



North America

Europe

Soaking rain will wet the contral Europe witl be dry and cold Thursday into the times through Saturday, it may shower Thursday in Los Angeles. The eastern United States will remain milder than usual. Little rain or snow is expected in Chicago and New York City.

ASSE Japan will be blustery and rather cold Thursday into the weekend, and from Osalax to Tokyo, there will sate this week, accompanied by gate-force wind guests. The central Mediter ranean See will also have stormy weather late this week. Asia

reportedly wounding his daughter.
According to Israeli radio, the
Lebanese militia warned residents of three villages just north of the security zone to evacuate their houses by 5 A.M. Wednesday, presumably in anticipation of renewed There were unconfirmed reports that a young boy was killed and a few people were wounded on the But in northern Israel, whose residents near the border spent the night in underground shelters and Algiere 17 AS2 4 AS9 et 13 AS5 2AS5 7
Caspe Town 29 AS4 10765 pc 31 AS9 19465 pc
Caspe Manage 18 AS7 5 AS9 pc 23 AS4 19465 pc
14 AS9 pc 25 AS4 25 AS9 pc
14 AS9 pc 25 AS4 1865 pc
15 AS9 10 AS9 pc 13 AS5 7444 pc fortified rooms at home, no casual-In Beirut, meanwhile, according owned al Mashrek station said that it could not authenticate the call. Captain Arad has been missing since his plane was shot down over southern Lebanon in 1986. There

execution, it issued a one-sentence Oceania

· :272 . .... Section 12. 1-12 mm--Section of the section of the sectio الما الما الما

BILLIA S. T.

Campais

September 19 and ----######### / 24 / 64 . ಜ್ಞಾನಕ್ಕಾರ ಚಿತ್ರದ ಚಿತ್ರಗಳು English Company Emilia de la compansión de

Today Tomorrow Today
Today
High Low Wx. High Low Wx. CF C744 - 6.22 pc 548 - 4.25 pc 22.77 12.53 pc 21.770 11.52 pc 24.75 pc 25.73 pc 15.73 pc 15.74 c 25.75 pc 15.74 pc 15.74

ammit Likely in Jul The Reserve of the State of the

Mary State of the to Seen but Not Head

a Silicone Implants

Manual Control of the Control of the

estate more properties

Mark And The Control of the Control

the first of the same of the

Market Market

to Testify for North

Mer indicate the second

Manager of the Control of the Contro

M. M. White State State No.

Section 5 212 Total All Bridge

Barton Control

BRUM OF MI BOWN THEFT

WANTED TO THE PROPERTY.

14 20 12 1 1 1 1 1 1 1 1 1

Not treated agent of the

**競さって オニ 3. 22 三** 

Beers . A War Town Loss Exem

agen to confidence to Parameter

Berger of the greening hearthy

an demonstration of the second

NAME OF THE OWNER,

The production of superstanding

Name of the second seco

eli Tijn entrad in Laukada htt lein

SUPPLIED THE PROPERTY OF THE PERSON.

NEL UPDATE

5. Frequent Flierf

SERVICE AND A CONTRACTOR OF

Beat Le Pen, Leftle 70

Tibes To the state of the state truths about 1992. Patrick J. Buchanan, the conservative commentator-turnedcandidate, may take a big bite out of President George Bush's hide or he may take a small one. Much will be made of the exact figures, without much justification; in his Market Control of the 10-week campaign here Mr. Bu-chanan has clearly demonstrated the president's political vulnerability. What will become evident once the votes are counted is the extent of Mr. Bush's problem.

Mr. Buchanan's effort has also exposed the ineptitude of the White House political operation, at least in the eyes of many political professionals. With near unanimity, it has been faulted for poor advance work, pedestrian advertising and unimaginative

By R.W. Apple Jr.

New York Times Service

BEDFORD, New Hampshire

- Even before the first votes were

cast, let alone counted, New

Hampshire had taught the candi-

dates and the nation some home

The storied Bush luck has been missing this year. No incumbent would relish coming to New Hampshire to ask for renewal of his mandate in the midst of a devastating recession. But the president "ought to be able to take and hold the initiative against a neophyte," as a Republican con-sultant said, "and this president

Home Truths Hurt in New Hampshire hasn't quite been able to bring landslide victory over George S. had only just seen him on televithat off."

hasn't quite been able to bring landslide victory over George S. had only just seen him on televithat off."

The Bush campaign is stocked with experienced political opera-tors, like Robert M. Teeter, the poll taker who heads the team, and Richard N. Bond, the chair-man of the Republican National Committee. So what has been the

Some say Mr. Bush does not listen to them. Some say they have lost their touch. And some sug-

**NEWS ANALYSIS** 

gest, perhaps more persuasively, that techniques developed in the service of the master communicator, Ronald Reagan, simply do not work in the campa George Bush, a mangler of mes-

Even if he goes no further than New Hampshire, Mr. Buchanan has already softened up the president for the Democrats by sug-gesting two avenues of attack; Mr. Bush is rich, indifferent and out of touch with the harsh economic realities of ordinary people; Mr. Bush has no core of beliefs.

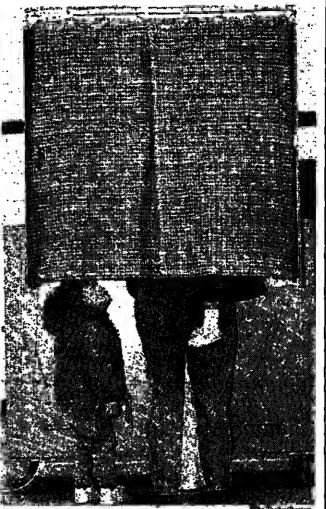
In 1972, when the Vietnam War was highly controversial and Watergate was becoming so, President Richard Nixon sought reelection. He seemed vulnerable in February, and two Republican challengers took 30 percent of the vote in New Hampshire.

Probing questions and muck-Democrats had torn themselves apart in a nominating battle that raking investigations follow noto-Went down to a procedural vote riety, but so does money. Ask Bill on the convention floor, never

That doesn't mean that he who wins New Hampshire wins the Democratic nomination. Estes Kefauver in 1952, Edmund S. Muskie in 1972 and Gary Hart in 1984 all found it impossible to transfer their popularity from New Hampshire to other states. Former Senator Paul E. Tsongas of Massachusetts obviously faces difficult problems in doing that, even if he wins a commanding victory here, because he will remain a New Englander who has never won elsewhere.

Vietnam. Things are always easiest for post-Roosevelt Democrats when hard times are the problem, This week many questions will be asked. Can any of the candidates develop an effective appeal cause Democrats generally agree to blacks and other minority groups, who play no role at all in New Hampshire? Which ones will The party's biggest problem this time is that its best-known be able to find new, sharply drawn issues to set them apart from their may change, though the odds are probably less than 50-50. But rivals? Who will get the best start on raising the money needed for whoever is confirmed as the front-Super Tuesday, March 10, when 11 states vote, including dollarrunner by Tuesday's results — there really could be no frontdraining places like Florida and runner until some votes were cast

--- will develop a lot of name rec-Whoever finishes first among the Democrats will have his work cut out, because none of the can-Jimmy Carter found himself didates seem as fully developed as hailed after Iowa and New Hampis usually the case by this stage of shire by hard-hat construction the race. But then there are still



Two New Hampshire children had a close-up look at the democratic process Tuesday as their father voted.

# Will War Scenarios Spawn New Feuds?

Congress Leaders Question Basis of U.S. Military Budget

By Patrick E. Tyler

New York Times Service WASHINGTON — By spelling out potential foreign conflicts that might draw U.S. forces into combat, the Bush administration is headed for confrontation with a skeptical Congress over national security assumptions at the end of the Cold War, according to analysts and congressional aides.

In recent months, congressional leaders such as Representative Les Aspin, Democrat of Wisconsin, the chairman of the House Armed Services Committee, have pressed the Pentagon to provide its analysis of specific threats to American security in coming years, but the Pentagon leadership has declined.

When Defense Secretary Dick Cheney and General Colin L. Powell, the chairman of the Joint Chiefs of Staff, sent their 1993 fiscal year budget request to Congress last month, General Powell said in an accompanying "national military strategy" document that "the real threat we now face is the threat of the unknown, the uncertain."

With the disclosure by The New York Times of internal Pentagon documents detailing the seven "scenarios" for future foreign conflicts, Congress now has a working understanding of the underlying assumptions of Pentagon spending plans until the end of the decade.

The type and conflicts include an Iraqi invasion of Kuwait and Saudi Arabia; a North Korean attack on South Korea; simultaneous assaults by Iraq and North Korea; coups involving American citizens or vital interests in Panama and the Philippines; an attack on Lithuania by Russia, and the emergence of a new and aggressive superpower by 2001.

The scenarios, which are described as "illustrative" and "not predictive," are used internally by the military services to examine their needs and provide the under-pinning for annual budget requests to maintain levels of forces and weapons to support worldwide U.S. military and political aims.

As such they become administration policy, although the scenarios themselves may not be specifically approved by the president. The Pentagon controls the scenarios as part of its planning process, but Congress controls the financing for forces and weapons. The ultimate test of the Pentagon's view of potential conflict in the world thus is of dollars out of benefit programs whether it will sell in Congress.

Pivotal factors in the Pentagon's planning are the projected intensity of the conflicts and the Pentagon's anticipation that more than one could occur at the same time. Some scenarios will draw criticism and others are likely to find support, analysts said.

A member of the House Armed

**NEWS ANALYSIS** 

Services staff said that the prospect

of Iraq, for example, rebuilding its military and invading both Kuwait and Saudi Arabia in this decade, "really strains credulity."

"We watch Iraq solely on a nu-clear proliferation basis," the expert said. A Pentagon official said that Mr. Cheney had presented Congress with his vision of a "base force"

military of 1.6 million members in August 1990 and that now, with the end of the Cold War, he was apparently developing new war scenarios to justify that force. Several military experts who

work in Congress said that the ma-jor issue for lawmakers was whether to accept the Pentagon's view that the military ought to be large enough to fight two major regional wars simultaneously.

In the Kennedy administration, Defense Secretary Robert S. Mo-Namara developed the two-andone-half war scenario, which held that the United States should be prepared to fight the Soviet Union in Europe while also fighting a re-gional war in Asia or the Middle East and a smaller war in Latin

The Nikon administration, however, based its military planning on a one-and-a-half war scenario, assuming the United States might have to fight the Soviet Union in Europe while also taking on a regional foe like North Korea.

#### **President Hints** At Budget Swap

The Associated Press WASHINGTON - The Bush administration signaled for the first time Tuesday that it might shift money gained from military cuts to domestic initiatives.

But the White House linked the switch to congressional acceptance of a plan to squeeze billions such as Medicare.

# Campaigns Are Ready to Exit New Hampshire in a Haze

By Paul F. Horvitz

International Herald Tribune WASHINGTON - For years, voters in the New

Hampshire presidential primary elections have cast decisive ballots. But this year, despite its intensity, New Hampshire may have been an inconclusive stop on the road to the White House.

Several major Democratic candidates are expected to read the results of the vote Tuesday as positive enough to mudge them forward — if not catapult them — into the next round of primaries and cancuses: Maine on Sunday; South Dakota on Tuesday; Colorado, Maryland, Georgia and Minnesota on March 3; a pivotal bloc of six states in the South that includes Florida and Texas, on March 10.

In the next three weeks, 43 percent of the delegates needed to secure the Democratic nomination will be Many of the five announced major Democratic

candidates can look forward to decent enough showings in one or more of these early primaries to keep their efforts alive, according to political analysts.

The New Hampshire result could force a candidate or two out of the Democratic field. But the outcome was expected to be so mixed and subject to

interpretation that one or more "white knight" candidates could be drawn into the race.

and Senator Tom Harkin of Iowa, are likely to see hope in the perceived flaws of the men expected to finish one-two in New Hampshire, former Senator Panl E. Tsongas of Massachusetts and Governor Bill Clinton of Arkansas.

Senator Kerrey, for example, says he will do well in his neighboring states of South Dakota and Colo-Senator Harkin said: "When we come out of here,

**NEWS ANALYSIS** 

really rallied behind their candi-

date and then were forced to re-

place the vice presidential nomi-

able to exploit the openings Mr.

Buchanan has exposed depends

heavily on whom they nominate

None of the Democratic candi-

dates is as divisive a figure as Mr.

McGovern was, and the party is

not split as it was in 1972 over

as they are at the moment, be-

figures are not in the race. That

Unknown when he started out,

and how they do it,

on what to do.

Whether the Democrats will be

we are going to Maine and South Dakota and then we're going to have it in the bag."

Still looming large on the sidelines is Governor
Mario M. Chomo of New York, who continued this

week to send mixed signals about the possibility of a candidacy.

Speculation about Mr. Cuomo's intentions is rife. Time magazine reported this week that people close to Mr. Cuomo had spoken with friends of Mr. Kerrey's and suggested that the two announce a deal under which the Nebraska senator would continue to run, but as the intended vice presidential nominee on a ticket headed by Mr. Cuomo. Thus, a vote for Mr. Kerrey would actually be a vote for Mr. Cuomo, who could continue to work in New York to com-The presumed second tier of Democratic candi- plete a state budget. Mr. Cuomo has cited New

dates, including Senator Bob Kerrey of Nebraska York's budget problems as the reason for staying out of the race.

Former Governor Edmind G. (Jerry) Brown of California, whom polls have shown trailing in the New Hampshire race, put it this way on Monday: The pundits don't believe all the candidates are in the race yet. None of them believe that whoever wins New Hampshire is going to get the nomination. They're expecting Cuomo. They're expecting other things to happen."

Some analysts see the House Democratic leader, Representative Richard A. Gephardt of Missouri, or Senator Lloyd Bentsen of Texas making late entries, but the practical obstacles to a successful drive for the nomination would be great. An aide to the Reverend Jesse L. Jackson said Tnesday that the black leader was under pressure to enter the race.

On the Republican side, analysts expect President George Bush gradually to wear down his conserva-tive challenger, Patrick J. Buchanan, despite the sting of embarrassment that the White House is braced for in New Hampshire.

Mr. Tsongas will have to show in the next few weeks that he has appeal beyond New England and can raise enough money to match the television advertising budgets of his competitors. There is a heavy reliance on television to reach the vast electorate in the South and the Midwest.

The same holds true for Mr. Buchanan. In Georgia, a state he says he plans to contest vigorously in the March 3 primary, he will probably face heavy

advertising competition from Mr. Bush's campaign. It is highly unlikely that Mr. Clinton will step aside in the Democratic race, despite recent allega-tions of marital infidelity and questions concerning his availability for the draft during the Vietnam War. Mr. Clinton remains the Democratic candidate

with the largest treasury, the largest share of en-dorsements, the most charismatic stump speech and a strong potential to attract black voters in key primaries in his native South. It remains to be seen whether Southern voters will

reject a native son because he has acknowledged marital problems and, for a time, sought to avoid military service, Mr. Clinton also is fighting to dampen a perception that he cannot be trusted. Even his past as an opponent of the Vietnam War could help him among blacks, some of whom have

come to view the draft system of that era as racist. Mr. Clinton told journalists on Monday: "Tve got a campaign base in the South. Pve got a campaign base in the West. Those are my natural bases. When I came up here all you fellows in the media said if I could crawl my way into third place I could win the

We're just going to keep fighting," he added.









# Someone back home would also love to hear the sound of your voice.

A 10 minute call from France is only \$13.75\* with AT&T USADirect\* Service.

After a day of cheering, shouting, oohing and aahing at the Olympic Winter Games, we know you'll want to share all the excitement with people back home. That's why we've made it so easy with USADirect Service.

Anywhere in France simply dial 19, then 0011 after the second tone, and you'll be connected with an English-speaking AT&T Operator who will complete your call.\* You can bill it to your AT&T Calling Card. Or call collect.

And at the same time, you'll be helping to support the American athletes.

Because every time you make an AT&T USADirect call; we'll

make a donation to the 1992 U.S. Olympic Team.

We've pledged a minimum of 4 million dollars.
Of course, with AT&T you also know you'll get clear, crisp Connections. So there's no need to raise your voice.





#### LEGAL NOTICE

#### UNITED STATES DISTRICT COURT FOR THE DISTRICT OF COLUMBIA

**CRIMINAL NUMBER** 91-0655 (JHG)

UNITED STATES OF AMERICA

. . . . -

V. BCCI HOLDINGS (LUXEMBOURG), S.A. BANK OF CREDIT AND COMMERCE INTERNATIONAL S.A. BANK OF CREDIT AND COMMERCE INTERNATIONAL (OVERSEAS) LIMITED INTERNATIONAL CREDIT AND INVESTMENT

COMPANY (OVERSEAS) LIMITED

#### NOTICE OF FORFEITURE

Notice is hereby given that on January 24, 1992, in the above-captioned case, the Honorable Joyce Hens Green, United States District Judge for the District of Columbia, entered an Order condenming and forfelting the following properties to the United States of America:

Property	Ordered	<b>Forfeited</b>	January	24,	1992

Property O	rdered Forleited January 24, 19	12
Account No.	Account Name	Approx. Balance
Bank of New York		New York
018872-50 8109803821 019054-500 8109803155 8900054840 018855-500 9109292983 8900051531 8900053658 8900054328 8900054328 8900054794 8900054794 8900054921 019089-500 8109298752 8900053399	BCCI (Overseas) Barbados BCCI (Overseas) Berbados BCCI (Overseas) Bornbay BCCI (Overseas) Bornbay BCCI (Overseas) Bornbay BCCI (Overseas) Cayman BCCI (Overseas) Panama BCCI (Overseas) Panama BCCI (Overseas) Panama	202,708.55 107,108.90 3,245,077.18 851,842.06 159,383.66 1,834,405.29 50,919.08 745.86 0,00 300,027.55 310,849.60 38,057.60 152,093.70 8,016,979,39 144,240.44 386,467.59
Citibank		New York
36054705 36060398 Custody Account Custody Account 089543 ** Subtotal **	BCCI (Oversees) BCCI (Oversees) BCCI (Oversees) BCCI (Oversees)	11,064,150.00 4,402.00 1,191,398.00 537,000.00 12,786,950.00

Custody Account Custody Account 089543 ** Subtotal **	BCCI (Overseas) BCCI (Overseas)	1,191,398.00 537,000.00 12,786,950.00
Court Registry Investment 5	System	S.D. Tex.
86079 86047 86052 86041	BCCI (Overseas) Macau BCCI (Overseas) Muscat BCCI S.A Abu Dhabi BCCI (Overseas) Secul	109,112.75 4,339,738.83 60.563,405.50 80,770.71
** Subtotal **		65,093,027,79
Doha Bank Ltd.		New York
55804511	BCCI (Oversees)	500,308.00
First Florida		Tempa
440-757-7118	Capital Equiv. Dep.	15,299,703.58
First National Bank of Louis	rville	Louisville
70328615	BCCI (Overseas)	3,727,520.97
Hufstedler, Kaus \$ Ettinger Intermagnetics Trust Acct		Los Angeles 487,448.84

	and and an arrangement of the second	
First National Bank of Louisville 70328615	BCCI (Overseas)	Louisville 3,727,520.97
Hufstedler, Kaus \$ Ettinger Intermagnetics Trust Acct		Los Angeles 487,448.84
Kemper Security 1278-4388 Mabon Securities	BCCI (Overseas)	Chicago 583,305.00 New York
04-4050 Manufacturers Hanover	BCCI (Overseas)	2,661,808.53 New York
(none)	BCCI (Overseas)	40,240.00
Paine Webber DN-R5056-01	BCCI (Overseas)	New York 73000.00
Security Pacific Intl		New York
05007001 07012001 04020101 04020103 04011002 05011001 04012039 04020030 05006001 03005016 04018017 04031016	BCCI (Overseas) Abidjari BCCI (Overseas) Cayman BCCI (Overseas) Istanbul BCCI (Overseas) Izmir, Turkey BCCI (Overseas) Karachi BCCI (Overseas) Khantoum BCCI (Overseas) Manila BCCI (Overseas) Mensin, Turkey BCCI (Overseas) Paris, France BCCI (Overseas) Seoul Korea BCCI (Overseas) Seoul Korea BCCI (Overseas) Seoul Korea	3,305,447.05 4,124,198.31 1,723,590.57 308,079.19 3,056,794.59 701,251.94 783,178.47 118,667.53 103,500.48 857,082.72 5,714,329.75
05009001 04027001	BCCI (Overseasi Sierra Leone BCCI (Overseasi Sri Lanka	2,056,883.83 1,818,758.32

05012001	BCCI (Oversees) Togo	104,511.45
** Subtotal **		25,363,313.42
Security Pacific National		New York
607750471 607750491	BCCI (Overseas) Ltd. BCCI (Overseas) Grand Cayman	1,785,845.00 44,500,000.00
** Subtotal **		46,285,845.00

#### First Supplemental List of Forfeited Property

Orgere	d Portelled January 31, 1992	
Account No.	Account Name	Balance
American Express Bank, Ltd.		New York
1509800 1605800 703878 703876	Union National Bank BCCI BCCI S.A Abu Dhabi BCCI S.A Abu Dhabi	30,832,640.32 61,629,475.21 8,818,703.73 23,037,303.36
Brokerage Deposit	BCCI (Overseas)	12,681,119,10
3/53066 3/53165 3/53173 698316 3/705517 714758 Suspense Deposit 3/52977 53116 3/711036	BCCI (Overseas) Chittigong BCCI (Overseas) Dhaka BCCI (Overseas) Dalear BCCI (Overseas) Karachi BCCI (Overseas) Lahore BCCI (Overseas) Macau BCCI (Overseas) Macau BCCI (Overseas) Nairobi BCCI (Overseas) Seoul BCCI (Overseas) Seoul	610,940,61 4,305,427,70 734,682,31 353,870,68 4,222,444,79 247,751,53 1,336,863,84 606,571,81 335,246,63 358,297,24
** Subtotal **		150,111,348.92
Bank of California Corp.		New York
81212381	BCCI Mali	1,283,092.84
Capital Bank		Miami
850053580 902204122 902205102 902205110		3,053,841.00 1.00 24,215.00 946,485.00
** Subtotal **		4,024,342.00
Oppenheimer & Co., Inc. 05391184	BCCI (Oversees)	New York 2,991,107.70
The order of Forfeiture having bee	on entered, the United States hereby gives	notice of its intention

The order of Forfeiture having been entered, the United States hereby gives notice of its intention to dispose of each of the forfatted properties in such manner as the Attorney General of the United States may direct, consistent with the plea agreement entered into by the defendant and the United States on December 19, 1991. Any persons or entitles having or claiming a legal right, title or intensit in any of the aforementioned properties, within thirty (30) days of the finel publication of this notice, must petition the United States District Court for the District of Columbia an energy to adjudicate the validity of his/her alleged interest in the property pursuant to Title 18, United States Code, Section 1963 (1). If a hearing is requested, it shall be held before the Court alone, without a jury. Claimants will hear the further of the trunch of its such cases. bear the burden of proof in all such car

The petition shall be signed by the petitioner under penalty of perjury and shall identify the particular property or properties in which the petitioner claims a legal right, title or interest, the nature and extent of the such right, title or interest in each property; the time and circumstances of the petitioner's acquisition of the right, title and interest in each property; and any additional facts and documents supporting the petitioner's claim and the relief sought.

A hearing on the petition shall, to the extent practicable and consistent with the interests of justice, be held within thirty (30) days of the filling of the petition. The Court may consolidate the hearing on the petition with a hearing on any other petition filled by a person other than any of the defendants named

The petitioner may testify and present evidence and witnesses on his own behalf and cross-examine witnesses who appear at the hearing. Your petition must be filed with the United States District Court for the District of Columbia in Criminal No. 91-0655 (JHG) at the following address:

3rd and Constitution Ave., N.W. Washington, D.C. 20001

and the second of the

Furthermore, you must serve the United States Department of Justice with your petition at the following address:

Asset Forfeiture Office P.O. Box 27322, Central Station Washington, D.C. 20038 Attn: Stefan D. Cassella, Esq.

And you should mail a copy of the petition to counsel for the defendants as follows:

Michael Nusebaum, Esq. Nusebaum & Wald Suite 200 One Thomas Circle Washington, D.C. 20005

IF YOU FAIL TO FILE A PETITION TO ASSERT YOUR RIGHT, TITLE OR INTEREST IN THE ABOVE-DESCRIBED PROPERTY, WITHIN THIRTY (30) DAYS OF THIS NOTICE, YOUR RIGHT, TITLE AND INTEREST IN THIS PROPERTY SHALL BE LOST AND FORFEITED TO THE UNITED STATES. THE UNITED STATES THEN SHALL HAVE CLEAR TITLE TO THE PROPERTY HEREIN DESCRIBED AND MAY WARRANT GOOD TITLE TO ANY SUBSEQUENT PURCHASER OR TRANSFEREE.

#### **BUSINESS OPPORTUNITIES**

#### YOUR ADDRESS IN EUROPE

Competent new Swiss trustee company, experienced in doing business with the Middle East, acts on your behalf in Europe. We take care of your investments, procurements and any other particular business aspects. Absolute loyalty and reliability are our highest principles.

**MANDACONSULT AG** railmendstr. 20a, P.O. Box 2118, CH-6302 Zug. Tel.: (4142) 32 39 60 - Fax: (4142) 32 39 66

International consulting firm arranges exclusive contacts and cooperation with CIS states of the former USSR in electronics and optics for high technology aiming devices for military and civil purposes against payment of a fee.

Information material will be sent at a small charge. P.O. Box D396, international Herald Tribune 181, Avenue Charles-de-Gaulle, 92521 Neully Cedex, France.

#### OPPORTUNITY FOR INVESTOR

INSTANT BUSINESS CARD, INVITATION,...vending es for sale, brand new, under warranty, limited quantity at attractive low price. High revenue generation. For more information, please contact:

Mr. ZADEH, PARIS (1) 47 00 34 62, For: (1) 47 00 47 72

# OXYGEN GENERATOR

- PORTABLE FINESS AND QUALITY OF LIFE UNIT

MPORTES AND SALES AGENTS SOUGHT Direct sales, network, mutti-level maketing arganizations with existing attentials are essential. Area: Europe, Middle East and other realisms.

other regions. Serious professional inquiries only. MADELEINE GERÄTEBAU GMBH Mannhelmerstrasse 97, D-6806 Viernhelm, Germany, Tel.: 06204-75115 Fax: 06204-5710

> DISTRIBUTORS = WORLDWIDE FOR POWERCHUTE

The new unique flying machine \*Safe \*Easy to Fly \*Inexpensive Applications in: Leisure, Military, Agriculture, Mining, etc. User enquiries welcome Powerchute Systems Int. Ltd. Canon Pyon, Hereford HR4 8NY Phone: UK(0) 432-71-307 = Fex: UK(0) 432-71-801 =

CECAIR Air Transport Security Specialists announce:

Corporate Aircraft Division lave the convenience of your own executive aircraft with experienced Ad-hoc, short or long contract, Call: U.K. Tel/Fex. 44-509-502323

**CECAIR EUROPEAN** 



TEL: 44-71-352 2274 FAX: 44-71-352 2260

**INVEST IN** 

**ARGENTINA** 

Thanks to the Liberalization

of the economy -

The America of the future.

1st class renowned national

trucking - transport business

with bases in 6 major cities.

FOR SALE

u\$s 12.000.000

\* Presently expanding with great potential for the future

Owner retiring because of

Company under same family wnership for 60 yeers.

FOR INFORMATION

CALL MRS. RABBIONE

fron Mon - Fri from 11 am - 01 pm (local time)

Phone 54-23-791888

Mar del Pista - Argentina

ack sucesor

# OFFSHORE COMPANY SPECIALISTS

fessional Nominee, Full Accounting an Administration Services available at cost. All tees agreed v U.K. LTD U.K. PLC BAHAMAS £120 £395 £495 £525 £250 £250 £195 £250 £495 £525 £1750 £525 £450 U.K. PLC
BAHAMAS
B.V.I.
DELAWARE
GIBRALTAR
HONG KONG
IRELAND
SLE OF MAN
JERSEY
LIBERIA
MADEIRA
PANAMA EA
PANAMA EA
Other predictions, seest projects, and trusts evaluable on request, invrescles service from our professions staff or our free 55-page all colour explanatory brochure call
RICHARID DEXOSS
1886

72 New Bond Street, London W1Y 900 Tel: 071 355 1098 Fac: 071 495 3017 Tel.: (85) 535382 Fac. (85) 5353991

Hutchinson Hose, 10 Hercourt Road,
Hotel Hose, 10 Hercourt Road,
Hotel Hose, 10 Hercourt Road,
Hotel Hose, 10 Hercourt Road, Hong Kong. Tel.: 852 5220172 Fex: 852 5211190

KEYIN MIRECIG Agomey at Law, 2121 Avanue of the Stars. Soth Floor, Los Angeles, CA 90067 U.S.A. Tel. (1310 551 6682 Fax (1)310 551 6688 Aff cradit Cards accepted

\* SECRETS REVEALED \* OBTAIN DUAL NATIONALITY & .
SECOND TRAVEL DOCUMENTS LEGALLY 2 Could Save Your Life and Postone. Also, became a P.L. (perpetual traveller) and became a P. Option travery and legally avoid tasts, governments and haude. Disnover insider facts about Andons/ Gibraltur/Mensco/Campione/Switzudend. New car — how to buy for 1/2 price.

Sand for free bre Scope, Box 647 62 Murray Road, Waterlooville, UK, POS 571 Tel: + 44 705 59/255 - Pac: + 44 705 5915

INCORPORATING?

any state: Nevada ..... Wyoming . . . Florida . . . . .

For other states or more information, FAX: (302) 998-7078 **CORPORATE** 

1013 Centre Road

OFFSHORE COMPANIES INSURANCE COMPANIES RANKS

Established 10 years in providing offshore services to companies engaged in all types of businesses ASTON CORPORATE MANAGEMENT 19 Ped Road, Douglas, Isle of Man TeL: UK 624 626591 Face UK 624 625126 Fac: |71| 233 1519 =

CONTINUOUSLY AVAILABLE LARGE QUANTITIES OF SURPLUS PRODUCTS

Textiles, Leather Goods, Household Machines etc. Do not fail to contact us for outstanding offers to: Fax: + 41 62/41 39 84 Teles: + 981 800 (Switzerland)

#### SERVICED OFFICES

IN MONACO YOUR FULLY EQUIPPED OFFICE WITH MULTILINGUAL SERVICES ATHOS

#### LEGAL SERVICES

LEGAL SERVICES IN U.S. -Specializing in Small/Medium Busine and Real Estate, Software/Technol Contact: Carel May, Eng. Tel: (213) 937-6250 Fax: (213) 931-5083 5900 Wikhire blvd.

Los Angeles, CA 90036 USA

186

R. 714

STATE OF THE PROPERTY OF THE P

X9 511.12

THE STATE OF THE S

No.

ENGL PRE

a .

SELECTIVE SELECTION

SKY. SKY SKY

TO HILLIAM

2.7. . . .

75.

**COMPLETIBLE** 

**ALEBOCH** 

256 PD 257 1832

J. B. W.

2,000

2.5

\*\*

#### COMMERCIAL/INDUSTRIAL REAL ESTATE

#### **HOTEL FOR SALE** PUERTO BANUS, MARBELLA

Prestigious hotel opposite Puerto Banus, close to Marbella on the Golden Mile, within easy reach of EXPO SEVILLA.

Accommodation approximately 400 bedrooms with en-suite bathrooms. Extensive conference facilities for approximately 600 people. Restaurant totalling 80 covers. Leisure complex with 2 swimming pools and recreational facilities. 20 retail units within main hotel complex with potential for rental income. Extensive car parking.

For full details please contact: MARK LEECH at the retained agents below

SURVEYORS, VALUERS & PROPERTY CONSULTANTS



Save time and money! Let us form your U.S. corporation...in

Delaware . . . US \$115

AGENTS, INC. Wilmington, DE 19805 Tel: (302) 998-0598



**ARCUS** 

Immobilien und Kapitalaniagenvermittlung **GmbH** 

German investor seeks land for commercial and residential buildings in Hawaii.

Please direct all offers to: ARCUS GmbH. Obergusingse 6g, D-8200 Rosenheim - Germany.

# TAG International Announces Publication of:

"COMPREHENSIVE GUIDE: DOING BUSINESS WITH SOVEREIGN SOVIET REPUBLICS"

THE BREAK UP OF THE SOVIET UNION HAS

enhanced - rather than limited - business

INVESTMENT AND COMMERCIAL OPPORTUNITIES.

EDITED BY TAG International'S OFFICE OF SOVIET BUSINESS AFFAIR'S WITH STRATEGIC INPUT FROM KNOWLEDGEABLE EXPERTS FROM THROUGHOUT THE NEWLY FORMED COMMON-WEALTH OF INDEPENDENT STATES, THIS GUIDE PRESENTS A FIRST-HAND ANALYSIS OF THE EMERGING ECONOMIC ORDER.

WRITTEN IN CLEAR, CONCISE LANGUAGE, THE GUIDE EXPLAINS RULES AND REGULATIONS FOR TRADE AND INVESTMENT, ALONG WITH "CASE STUDIES" OF SUCCESSFUL JOINT VENTURES.

LEARN HOW TO ENTER THE COMMON-WEALTH'S CONSUMER-RICH ENVIRONMENT WITH A POTENTIAL OF NEARLY 300 MILLION NEW CUSTOMERS, COMPLETE WITH ACTUAL PORMS NEEDED TO CREATE A LEGAL BUSINESS ENTITY.

COMMONWEALTH IMPORT/EXPORT PERMITS

JOINT VENTURE REGISTRATION LOGS MODEL JOINT VENTURE AGREEMENT INVESTOR'S JOINT-STOCK CERTIFICATES EXPORTER'S CONSIGNMENT PERMIT INTER-REPUBLIC CUSTOMS FORMS CERTIFICATE OF PARTICIPATION GENERAL IMPORT & EXPORT LICENSES CENTRAL BANK CURRENCY FORM OTHER SPECIAL INTER-REPUBLIC FORMS "GLOSSARY OF TERMS"

NAME

CITY

# PARTAL-TABLE OF CONTENTS.

PREFACE: FREE-MARKET INVESTING TRADE IMPLICATIONS: MOST FAVORED NATION PROPER PERSONAL & BUSINESS PROTOCOL ANALYSIS: HOW THE "COMMONWEALTH" WORKS

PART 1 - INVESTMENT & TRADE - WHO'S CONTROLLING THE INVESTMENTS □ COMMONWEALTH → WESTERN TRADE INTER-REPUBLIC INVESTMENT COMMITTEE Delivatization: BUYING JOINT-STOCK COMPANIES O RULES FOR ENTREPRENEURSHIP IN THE C.L.S. COMMONWEALTH OIL & ENERGY PROGRAMS □ INTER-REPUBLIC INVESTMENT LAW
□ INDUSTRIAL CONVERSION IN THE REPUBLICS
□ MILITARY → PRIVATE INDUSTRY CONVERSION

PART II - JOINT VENTURES a ENERGY VENTURES: PETROLEUM & Peristroika CREATING A JOINT VENTURE (with Forms) IV LAWS, REGS. & OPERATING PROCEDURES I MODEL JOINT VENTURE AGREEMENT IV LEGISLATION IN THE REPUBLICS PLUS...CASE STUDIES, INSURANCE & INSIGHTSIII

PLUS... CASE STUDIES, LEGAL ANALYSIS & MORE!!

PART III - BANKING & CURRENCY II THE CENTRAL BANK SYSTEM EXPLAINED a BANKS WITH HARD CURRENCY LICENSES (listed) GUIDELINES: OBTAINING PROMPT PAYMENT BANK OF RUSSIA IN CONTROL OF THE C.L.S. PLUS. CASE STUDIES, CURRENCY EXCHANGE, ETC.

PART IV - TAXATION POLICIES IN THE C.L.S PART V - CUSTOMS & BORDER CONTROLS

TO ORDER, SEND COUPON BELOW TO: William W. Johnson, Chief Editor TAG International, P.O. Box 1808, Southlake, Texas 76092-1808 PHONE: 1-800-747-1473 FAX: (817) 481-1361

#### 

□ YES!! SEND THE MOST CURRENT EX-USSR INVESTMENT INFORMATION. PLEASE FORWARD COPY(S) OF "COMPREHENSIVE GUIDE: DOING BUSINESS WITH SOVEREIGN SOVIET REPUBLICS" AT THE ONE-TIME SPECIAL PRICE OF \$195 USD EACH (REG. \$250 AFTER 3/15/1992)

NAME		
TITLE	CHARGE MY: D MASTERCA	rd 🗆 Visa 🗆 American Expri
COMPANY	CARO #	EXP
ADDRES5	SIGNATURE	
сту	PHONE	FAX
STATE/ZIP	CI PLEASE SEND :	SPRING <i>UpDate</i> K

# ESS ID SPRING *UpDate Kit* (\$55 in 6/92. ALL PRICES INCLUDE SHIPPING CHARGES)

#### BUDAPEST

I shop in the center of Budapest, in the Vaciutca (pedestrian area), 120 sq.m. and I shop at one of the most frequented business streets of the city, 95 sq.m.

P.O. Box D395, International Herald Tribune 181 Avenue Charles-de-Gaulle 92521 Newlby Codex France

#### BUSINESS **SERVICES**

#### BERMUDA

**Business Center** Serviced Offices Accounting Administration Company Management FSC's

Phone: (809) 292-8822 Fax (809) 292-6140

USA

CONTACTS: ASIA 6,145 Prime Asia Business Lead - LESS THAN 3¢ EACH! -Phones - Faxes - Direct Contacts
Call Now For Free Brochure (714) 753-9764

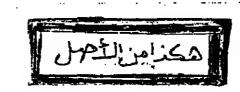
or Pax your business card to: (714)727

**YOU SAW** THIS AD

So did nearly half a million potential investors worldwide looking for new investment opportunities.

Shouldn't you place your business message in the

INTERNATIONAL HERALD TRIBUNE?





er item of standard business apparel here, like Hermes ties and Gueci wing tips. Sleek imported cars pass rapidly using shopping centers, of-fice buildings, luxury hotels, sprawling villas — evidence of the Chilean economic miracle. But in the slums, poverty and desperation mock Chile's encour-

By Eugene Robinson

Washington Post Service

SANTIAGO, Chile — Cellular

telephones have become just anoth-

CONFERENCES

5th INTERNATIONAL

APRIL 7-10 1992

PROCESSES BIO-TECHNOLOGIES SUSTABNABLE DEVELOPMENTS LEGISLATION CHANGES

MAACK NUSINESS SERVICES

IMPORT/EXPORT

Shop America and the world with can fax for the lowest quotation. If you boy it, WorldSource will topply at the lowest possible cost on the quotal market. USA Fax: \$16-351-411. Request Revalure.

CAN OFFER: - BEER 5% VOL. Alcohol as cons 33 cl. Price 0.255 DM / con. Ex-works Brussels. - Soft drinks P.E.T. 1.51 bottles. Ex-works Brussels. Price. 0.73 DM / bottle. Fore 32/5560.6299 —Telesc 86 227.

"-Teles: 86 227.

BICANDED, FIRST-QUALITY legither, calkels: strong, mans & boys, of close-out prioss available for immediate delivery from U.S.A. Contact Mr. Rucco at 908-739-0338 or Fax 908-739-0297.

or Y00-73-4338 or Pox Y00-73-4297.

IFVI 501, GRADE A USED 2000 peir per week avoiloble. U.S. Army desert carooofloge pants, U.S. Novy jeans, other Levi & Lee styles avoilable. Tek 272-921-8300 Fore 212-869-5108 U.S. COPPER TUBES about 50,000, High purify, 20mm dicareter, 12 meter langth, 15 - 20mm histoness. Use at 12-44/444.84626.

COMPUTERS - U.S. USED and low-end

computers for shipment worldwide. Bretton Woods Trading, FAX USA 312-573-0006 with inquiries, requests.

CIGARETTES, 40,000 cortons, stock ovalidate interactively, mode in France Chevignon brand. FTI.5/pack FOB Paris. Fel 1-45535450 Fox 45530448

ME ARE SPECIALIZED in stock lots of food, houseworks & tentiles. For more information please phone Pors (33-1) 45 53 54 50 Fox 45 53 04 48

UCHNSED SPORTSWEAR Ten shirts \$4.00, sweet shirts \$6.50, & court. Col-lege & pro. Forc 412-3667421 USA.

U.S. COMPANY WILL IMPORT and/ or toport your products worldwide, face 713/461-9534 U.S.A.

LOBSTEES - Live North Atlantic, 22.

lates minimum. Air containers cond-able. Fax: 207-372-6612 USA.

SERVING THE U.S.
SERVING EUROPE
SERVING THE WORLD

WORKSTATION ENHANCEMENTS AT AFFORDABLE PRICES:

DEC - JIP - IBM - SUR

All Equipment Brand New - Full Worrorsh
- Professional Export-Handling
- Many Other Henry - Please Coll seems

CTK Inc.
150 Menrimer Street
Newtonyport, Mens., 01950, USA
Tek. (11 508 463 2044
Face [1] 508 463 0628
CTK - Computer Treduction
(CTK - Computer Treduction
Krumentonyer Gubbl, Rudeo 47
S251 Algan-Vegithed, AUSTRIA
Tek. (43) 6137 5802
Face (43) 6137 5802
Face (43) 6137 5802
Face (43) 6137 fire respective holders.

ENTERNATIONAL OFFSHORE
COMPANY INCORPORATIONS
FROM US\$1.50
Imprehensive professional services
lude nonreses.

include nominest,
Representative offices,
Revers of attorney, telectrone
Fox, soil forworking workfwith
Island Resources
National House,
Souton, the of Man.
Phone 102-9 (\$24555)
The 628352 Island G. Foxe (1624) \$23949

Leading U.S. manufacturer of high quality released fit denira jeans states expansion into E.C. Market. U.S. \$3' ME. in sales. Only experienced distributors with strong presence in denira jean indestry considered. \$50 Group into A150 Rise Brayo, #28, El Paso, Teans 79902. Fox; 915/5445540 USA.

IOANS, COLLATERALS, Versure Copied, Fronchises, Real Estate, Securities, Import-Export, leri Products/Services, ALEANDER, INTL. 27 Actoractis, Soloniko 54640 Greece. Tel: 30-31 821742. Fore 319424. The 418493.

ESCORTS & GUIDES

BELLE EPOCH

BUSINESS .....

Tab 41+1/781 30 40 Fac: 41+1/781 14 69

FORUM AND EXPOSITION DAVOS, SWITZERLAND

LEGAL SERVICES LEGAL SERVICE HILL

CXJSTRIAL REAL ESTAY FOR SALE INUS, MARBELLA POPPO Barus cosay 

promisers and persons as Extensive completes to te Oppose Sense Sense Dies w.E. 1 Cv \_C. d occisi Fig. 1849 The St. of St. of St. to terro Toome Bresse STATE OF STATES

I the retained agents because & MELVILLE ASSOCIATE

**Ben und** CONTRACTOR VINE AND A STATE OF THE PROPERTY OF

MANAGETY SPIGAL COS 等のよび、ひょり いかいかっぱつ Market Contract

IN LAWY ARCUS SMEN puscied Rosenheim - Gent

BUDAPET

FRANKE FIEL in production and the production and the production and كالمناز يجزر حراجات ्र <del>क्</del>ष्ण संस्थान e o Box 2399 HEREN WAY THE THE

Toma Barens THE STATE BUSINESS

SERVICES BERMUD LICEST COM Services Serve بششت زوري المستنسسينية تعبيديا بالم ~J. S. A.

7.00

1,000

YOU SAN S

THIS AD

CON.

MERCEDES YLP ECONT AGENCY
9 AM TILL MEDNICHT - 7 DAYS
MAJOR CREDIT CARDS ACCEPTED
TEL LORDON
(071) 351 6666 -21-1 THE 2.350

MAYFAIR M O D E L S LONDON 071 584 7992

ZOE PRESENTS **DIPLOMA** 

Chile Poor Await Crumbs From a Groaning Table aging economic numbers. Sulten ous economic and political stability.

on unpaved streets. Residents say

Nearly two decades of free-mar.

Nearly two decades of free-mar.

In America, large segments of the population are being left behind.

Carlos Andrés Pérez. As the overall common to the population are being left behind.

The free-market revolution is proon unpaved streets. Residents say crime and illegal drug use are up. Instead of sleek cars there is the occasional broken-down truck; instead of villas, a jumble of meager

> That marked contrast between ever throughout Latin America, and letting the market reign sumay represent an important threat to the region's new and still precari-

**BUSINESS MESSAGE CENTER** 

BUSINESS

**OPPORTUNITIES** 

north, printers, monitors, hard dists isoftware at best prices & excelles service. PCS Compoters, Munich, Fu. + 49-89-59237, Tel: + 49-89-596134.

PRENCH ARRENAL WATER in Sovies. High quality, top of french mortes, looking for importers worldwide. Tel (33-1) 6008 7964, Fox (33-1) 6421 5692

OGE CONSULTANTS specialized in used copiers & Fex modifies. Lowest prices on the market. Information Fex (33-1) 457, 19-51, oith. Origquet with large years corporate fex vectors. Price - USSSQ00. Please contact Fox No. 332-471648 in Linearhourp.

Fox No. 352-471648 in Linearibourg.

CONTAINEST WANTED. Used and pew, 10 and 20 feet of interest. Please froward OF offer to: H. Kristoffernen. Fast Norway (+47) 5-991122.

CONSISTOCK EXPORTIES has 286-12 BM Composible PC \$825; Lavie; Nite; Resbot, Fox 512/462-UT3 USA.

COPPHOBIE COMPANIES: JPCR 1/5 Church Street, Douglas, Ide of Man. Tel. (524) 62525 Fox 1624 62962.

NEED FINANCING for visible projects by serious investors (no front feet), Ack for details, Fox (+47) 338114492.

USED JEANS Lavie, Wronglers, mixed.

USEO JEANS Love, Wronglers, mixed etc. All used clothing grades including East European. Fase UK 484 845619. LOOKING FOR STOCK LOTS of any

LOOKING FOR STOCK LOTS of any product, any quently or effectives prices, For 877-3723059

BANK FACILITY Available against collaborat, For 871-473-7644. Graceway 1st 272/55 Snepherd S., London W.I.

2ND TRAYEL DOCUMENTS. ID-drive licence-any country. GM, 26 Klemenu Athems 106-75 Greece. For 7219000

CLOTHING STOCKS AVAILABLE women, non-, driddren, interesting prices, Fore +39-49-9915605.

WANTED: Ray-Bans, Levis and Branded Sportswear. Fase Spain 341 561 3861.

SURPLIS VODICA FOR SALE. Outside U.S. only, 4000 comes of 12/750 m. Fore 504/568-0876 U.S.A.

BUSINESS SERVICES

"KNOW THYSELF. KNOW THY COMPETITORS."

Informations the more you have the stronger your position. Competing in the corporate "servinal mode" has become suprisconder, more suprisconder, more suprisconder, more stronger-than why you should learn about us, C.C.S.

CERTIFIED CORPORATE

SERVICES

WE OFFER YOU computers

houses.

BUSINESS

**OPPORTUNITIES** 

WATER PURIFICATION
Excellent Opportunity
idly expanding global market lead
a Potented Breakthrough in reside

Reguldy expanding global mariter leader with Patented Readstrough in residential a commercial water purification. Currently distributes in 14 countries. New opening Pacific Rim & S. America – seeling Exchaires Distributors. Contact: Mr. Tempest, Pres. ENVIRONMENTAL SYSTEMS INC. 105 Central Park South, NY, NY 10019 Tel:212-265-8920/Fox:212-541-5683 USA

**AVAILABLE CAPITAL** 

Mid East and Orient capital sources available for investments workholde in real estate, business start-ups or debt consolication. Long terms, best rates, broker feets poid & protected.
Fox your proposal summery to SINTEWMONETARY, Inc. (SUP) 23-2963 (PANAMA).

[PANAMA]

Business Opportunitiesi Beer: 3/1 ML 5%, \$356, C.B.F. Cointes Oli: Surflower, Olive, Currole: \$790 C.B.F. American Marthere: \$279.30 C.B.F "Helell" Chickene: \$900.00 C.B.F

\*VISA USA \*
Businesomen & professioneds: Qualify for U.S. Visa and/or permanent residence (Green Card), Advice & Assistance evolutiole, for free info: Low Offices of Rossold A. Polow, 2499 Citades Rd. #308, Bocz Raton, R. 33431. Ed. 407/368-1197 USA.

Foctory seeks distributors for new a wire remote control cor clarm. Only 10 minute installation time 8 \$25,530 distributor price ensures word to it yourself morket. A full range of wireless home 8 emergency systems also available.

FAX: 407-453-6290 USA

DIAMOND

INVESTORS - Build your own capital and interests guaranteed USS tracing fund". We after to provide and im-plement for your georonies of capital,

plement for your generates of copius, guarantee of 5% interests yearly past and expectation of a facal red return of 15 to 25% yearly. (Missianan sza US \$10 millions), Fax to Financial Engineering Corp. 33-1-40.28.05.36 Paris France

cord. Interested porties contact, Fax 612:340-9921 or Tel. 612:340-9870 USA and ask for Michael.

productive return the would the to establish a permonent business relationship to professional brokerage firms. We offer affractive percentages and conditions for vioble paried to restments. Please contact South Positions the strength of the professional trust face but + 886 2 729

invest in

Nearly two decades of free-market, export-oriented, hold-the-line economic policies have generated growth in Chile. Practically every country in the region is rushing to follow the example, slashing gov-enment spending, selling state ennich and poor, more visible than terprises, lowering trade barriers

BUSINESS SERVICES

FOR ALL YOUR MISSINESS NEEDS:

FOR ALL YOUR RESPLESS NEEDS: information, products, services etc...

Our intermational learn will fill your requests worldwide. JETBER let'l Consultent. Tel 333 97 94 47 21 Fox. 333 97 95 80 32, France.

CONTACT BURDER Ansterdom. Rando-Deste Full professional office support services for an hoor, day or longer. Tel. 12 JOSEPTTP. Flux 6881374.

YOUR OFFICE IN LONDOM from 70p day, Mail, phone, fax, the, all services. Tel UT 1550 0766 fox UT 300 379.

USA NEW YORK MADISON AVE.

for representation, coordination & formation in Jopon, Fox 75 561 2881.

LONDON ADDRESS BOND STREET

Mail, Phone, Fax, Telex, Conference room, Tel: 071 499 9192 Fax 499 7517

**BUSINESS TRAVEL** 

TRAVEL MANAGEMENT
Fox del USA 516-745-6225
Tet or Business Come only
Animanum Air Travel \$10,000/Year
SANE 3076 ON FREST CLASS ROUTINGS
PARES ICO FARIS HONG KONG PARES
PARES ICO FARIS HONG KONG PARES
European Travel can be
included at nor filte extra)
SMILAR SAVINGS UP TO 50% FROM
AUL OTHER EUROPEAN COUNTRIES
All services by European carriers
direct fights - no restrictions,
also ovalidative on Concorde
Worthwide Sidnet delivery, 7 days a
week, 24 hrs a day reservation and
propold ficiest service.
TOLL FREE NUMBERS FROM
51 COUNTRIES
France

ducing a volatile mix — ostentations new wealth enjoyed by a few.

ple said, their lot was getting worse.

It was Venezuela's second erupalong with deepening poverty suifered by many.

Attention was focused on the problem by the failed coup in Venezuela two weeks ago. In the slums of Caracas, many people applanded the rebellious army officers and But in Chile and throughout Lathad bitter contempt for the tough

> ATTENTION EXECUTIVES in the International Heraki Tribune, where seen a state of a million readers wouldwide, most of whom are in boolways and of whom are in boolway will need it. Just Inter us (Park 613595) before 10 a.m., ensuring that we can talax you back, indicate which sujer credit and you wish to charge it to, the number and aspiration sixth, and your message am appear within 48 hours. Hemme who include was

> > FINANCIAL INVESTMENTS

message can appear within boom. Please also include you address and telephonomies for our files.

Identiculary Hollands County
looking for private investors
to participate jointly in
project development.
Feature films producion
Minimum investment \$100,000.
Please reply to Bax 3348, I.H.T.,
63 Long Acre, London, WCZE
Brokers Protected

IMPROVE YOUR SECURITY through off shore investments in Swiss francs that always increase. Write to P.O. Box 22-3788 - PURILITIAS, CH-1002 COLLEGATE INVESTMENT for £280k or US\$500k risk capital, high possible profits. Agents welcome too. Fase

SERVICED OFFICES

PARIS LA DEFINSE prional Business Control BUREAUX ADAGIÓ SERVI XUA3RUB 당

YOUR OFFICE IN PARIS

ABS

PARIS LYON NICE ...

Offices fully equipped and

from 1 day to 1 year

For information, cell Paris (1) 49 33 73 13 Fax 48 09 10 09

YOUR ATHENS OFFICE

YOUR OFFICE IN BRUSSES
Moil - Phone - Fax / Telex Multinguol Saryors - Alvering Rooms
CONTACT BUSINESS CENTER
Tels 22 2 536 8671. Fax: 32 2 536 8601
Telso: 61344

ANSWERING SERVICE PARIS, LYON LIVE 244/DAY, 22 YEARS EXPERIENCE FAX, TELEX, MARBOX, CALL PARIS (1) 46 07 95 95 FAX. (1) 46 21 25 05

(OUR ADDRESS rear Champs Byses LSP, bince 1957) S rue d'Artois, 7500 Paris, Tel (1) 4359 4704 Fax 4256 2835

YOUR OFFICE IN LONDON 730 per day, Mail, Phone, Fax, Tix, all services. Tet 71 436 69766 Fax 71 580 39729. LONDON WI BUSINESS CENTRE All facilities, 24 hours coress, Tel UK (44) 71 935 4048 Fax (44) 71 935 7979

RENTALS

side. Lease oil commercials 160 sq.m., vootted cellor 40 sq.m., historic 12 m window frontage. Tel: Paris mornings 9 - noon on 1-45-25.87.34

story brock office building, parking \$736,000. Dr. T.C. Sulfivan, 754 Car trail Rd., Rye Beach, NJH. 03871 USA

CAPITAL AVAILABLE Any length - Conference Rooms projects. Principles only please. ! 0623 286661 Fax: 0623 324519.

FINANCIAL SERVICES

PRIME BANK GUARANTEES Venture Corpitol Business Finance Real Estate Long Term Finance and Financial Guarantees All Types of Projects No Commission Until Funded Brobers Protected

of L5 to 25% yearly. ("Minimum size 15 to 15% yearly. ("Minimum size 15 to 15% yearly. ("Minimum size 15 to 15% yearly. ("Minimum size 15 to 15 to 15% yearly. ("Minimum size 15 to 16 to REPRESENTATIVE in the processing of these financing approximate. Please reply in English
PENTURE CAPITAL CONSULTANTS

Investment Benjum: 16311 Vendure Blod, Suite 999 Encino, Colifornic: 91436 U.S.A. Tales: 651335 Vencep USA Foxt No.: (818) 905-1698 Tel.: (010) 789-0422

Howe a distinct business advantage.
Call or write to us soon. CRITHED CORPORATE SERVICES, 3313 (B. Bleor Street West, Unit #3, Toronto, Conada MSX 127.
Tale (416) 760-3181 Fanc (416) 233-3430 FIG's/Finoncal Neurons Guarantees
Surety and Performance Bonds
Import-Export Finoncing
Commercial Letters of Credit
Stord By Letters of Credit
Vicality Completes
Fize (41-91) 595-436
Via Veachio Comple 5982 Agano-Lugant
Polazzo Nettuno-CH 6982 Switzerland

**FOR SALE** ORIGINAL SWISS ARMY BOOTS

BARGAIN BUY
International Callular Company is uidoining warehouse at 20% belo cost. It interested call ut for more information of let / Fox Rome (Italy) + 39-6-300 40 54. DO YOU NEED RESEARCH?
Wholever your subject or longuage,
accidents, business, legal, etc.
Paris-based with global contacts.
INTERNATIONAL RESEARCH INC.
dc [1] 43 26 43 96, fax [1] 44 07 01 47 JAPANESE FAX & PHOTOCOPHES offered to established distributors in fast Europe, Africa, South America. Long term basis with best prices, technical support from Jopan. GSC. LTD., 5-38-1-302, Kuspicoma, Sugirant-Ku. Tokyo-168, Fize B1-3-3331-9984. The JSJ999 (TCINSTH.

EIRO-EXPANSION BY
Accountest, 20 years in Amsterdam
provides quality service including
octives, soal forwarding, tel/fax,
21 US\$ 175/month. Constact. Tel-+31.20.6161026 /6836#40 Fax 6851449 Business monogenent group has My highly profitable investment apportunities. Will qualify for personant residence. Fox USA (305) 782-7048.

INT'L CORPORATION
is Suitzerfaunt and in the USA
The No.1, in incorporation & al
Gristors services.
Fax +4122-784-1668 & +305-8915189 recultiney##T mortest leader in vacquent lifting devices. Some distributionships evolution. Please contract: TAVYI AB, Boxt 10205, 434 23 Kangsbecks, Sweden, Tel. +46 300 185 00 or Fase +46 300 185 90. MY AMERICAN CONNECTION will be your personal shopper in U.S.A. We can get it for you. Quickly & retrorochly. Try us. My American Connection, P.O. Box 22373, Cleveland, O.H. 44122, Fine 216-40-022 ar. The 89444 U.S.A. DO YOU WORK IN AN international bank 1 I have some proposals that involve a let of money. Strictly confi-dential, Body Box 2533, U.T., Fried-richstr. 15, D-6000 Fronklut/Main,

WORLD FAMOUS ITALIAN FOOD.
Well known Italian factory offers ready mode frozen Italian League, Tortellini, Braicli, etc. Old Italian recipes, high quality, best prices, fax mill soles dept Switzerland (41) 75.20545. NT'L SOCIETY OF FINANCIERS

ESCORTS & GUIDES

**ARISTOCATS** 

London Beart Service 3 Shouldness-Greet, London WT All major Credit Cords Accepted Tek UK-ZSE 0099 (3 UNES) 12 noon - metright

INTERNATIONAL ESCORTS
Avoitable Workbaids
212-765-7894 New York, USA
Major Credit Cards & Checks Accepted

LONDON 'ELEGANCE' ESCORT & TRAVEL SERVICE TEL: 071 289 2835

LONDON BRAZEJAN Escort Service 071 724 5597/91 Open 7 days

CHISEA ESCORT SERVICE.
57 Recurricano Pioce, London SW3.
Tel: 071-584 6513 Established 18 years.

SELING INTO FRANCE ? Col. [33-1] 34 71 17 08 or fox [33-1] 34 71 17 16 British freelance executive soles women, based Paris CDG oirport, with set-bland commercial contacts, now voilable for short or long term ossignments. Terms regoliable. 5 AYE - NEW YORK (FREE TRIALIN) OMA: Forwarding Frank Phone Service EBS, 576 5 Ave #1103 NY NY 10036 Tel: 212-221-5000, Fax: 212-221-5758 SEARCHING FOR Hard-To-Find information, items or services 7 Help ion't hard-to-find I Phone/for SIEUTH 410-992-5451 USA.

INTERNATIONAL CLASSIFIED

**ESCORTS & GUIDES** 

- ZURICH SUSAN ESCORT SERVICE Tel: 07/382 05 80

\* \* Z U R I C H \* \* leobelle Escort Service 01/252 61 25

GENEYA "WORLD CLASS" ESCONT SERVICE "7326018" Card

\*\* ZURICH YVETTE \*\*
Excert Service. 01/4328781 Cords.

Lauren's
Lendon's fremier Excert Agency
Tel: 091 466 0199 Naon - Mehrip

VLP: ESCORT-GUIDE SERVICE
TIE: (83 3552-723

TCL: (13) 3562-7123
FORYO \*\*\* TOP ISCORT SERVICE: Major credit cards conspiled. Tel: (13) 3466-4589.
MADRID MAPACT ESCORT and Guide Service. Maltifiagual. Visc. Open 11 am to midnight. Tel: 551 41 42.

OFFICES FOR RENT in prime locations of Muscow, Short and long term lesses available. Please contact ARDANZA NT. NV, Boarn Holland. Tel: +31.35.859208. Fax: +31.35.834300. Telex 73997 Crist NL PRINCIPALITY OF MONACO SALES

COMMERCIAL/INDUSTRIAL

REAL ESTATE

For further details
Places contact

AGED

IMMEDIATE & UNLIMITED
Capital Available for All. violbe sines projects Minimum U.S. \$500K. Sand busess plan vio FAX: U.S.A. (717) 560-1495

RENTALS

LAW FIRM OFFERS to obtainey, for rest, 220 sq.ft with additional secre-tory space and occess to all shared services near Balle and Place Victor Hugo. Berly Box 2625, LH.T., 92521 Nearly Codes, France.

BELLIN, 20 HA. Prime Developmen lead (Beriner Bing) principals only. Reply to: Box 2931, U.L.T., Friedrichstr. 15, D-6000 Frankfurt/Main. Germany **ESCORTS & GUIDES** 

(Continued From Back Page) **ESCORTS & GUIDES** ONDON & PARS CONNECTION

BITE \* French & In!' New Excert
Service. London (71) 351 11 52 Princes Excert Service, 7 days. Tel: 069 / 666 25 64.

INTERNATIONAL GUIDE AGENCY TEL 358815-90 TOKYO (177 - PENTHOUSE Excert Service-Berlin, Tel: (330-3231414. Fac: (330-324668) ONDON GISELLE PROVATE ESCORT SERVICE TEL 071 584 0746 First Clear Except / Guide Service. Tel. (03) 3351 - 2278 , open everyddy ond AMSTERDAM LIBRITY INT'L Excet,
Diamer & Guide Service, Credit conduaccepted, Tel: 020-6180604. GERMAN SWEDISH ESCORT SERVICE Landon Td 077 730 0405 TRENT JAPANESE CHINESE THAN

DRIENT JAPANESE CHINESE THAI Escort Service, Doys and evenings. Please phone 07 25 3314 London.

ZIMON DANGEA Except & Trovel Service. Tel. 197-77 27 56 GLAMOUR Madrid Escort Service Tel: Mobile 908.60.30.70 MENSICH FAMOUS Excert Service. Tel: 089 - 98 @ 25 Gerhany GENEVA & PARIS CONNECTION\*
\*1st Class Int'l Exclusive Exact Service\*. Please and (22 / 2) 97 61.

LONDON GESHA ESCORT Service Japonese, Climese, Thai. Tel: 071 370 5957, greek conds.

DUESSELDORF - COLOGNE-BONN ELIZABETH ESCORT SERVICE Tel 0711-39 46 62 or 0161-223 73 32

HANKFURT & DARMSTADT

Escort Service Angelo Tel: 06251-58 72 76

**AMERICAN** 

**Tricking Cat Flowers** Into Lasting Longer

begin killing off the now-useless petals by releasing a burst of a hormone called ethylene, which wilts flowers as it ripens fruit.

has been eight straight years of growth, a healthy budget and trade surpluses, low inflation, a booming stock market and an avalanche of foreign investment.

Now, Chile is the first nation in the region to begin efforts to narrow the income gap. Two years to reverse the gene's effects. after taking over from General Augusto Pinochet, the democratically elected government says it is trying to make good on President Patricio

equity."
"We decided that we needed to change the behavior of the economic model," said Deputy Planning Minister Alvaro Garcia. "Certain elements are being kept - consistent rules of the game for business, fiscal surpluses. The great change is to introduce equity into the mod-

Aylwin's promise of "growth with

It was Venezueia's second erup-

tion in three years - riots in 1989

against government price increases

led to more than 300 deaths. And it

put other leaders on notice that not

even economic growth of 9 percent,

as Venezueia produced last year.

Chile was the first Latin Ameri-

can nation to take the free-market

road, basing its economic recon-

struction on developing new ex-ports, especially fresh fruit and oth-er agricultural products. The result

could guarantee social calm.

Between one-third and one-half of all Chileans live in poverty, and 12 percent of the total population lives in what the government calls "extreme poverty," with a family income of about \$130 a month. Mr. García said he believed the government could eliminate extreme poverty by the turn of the century, although other government officials are skeptical.

Shortly after taking office in 1990, the government pushed through a tax package that tempo-rarily raised business taxes and sharply increased the value-added tax, an indirect sales tax. The measures financed a 30 percent increase in social spending.

Mr. Garcia said the idea has

been to focus direct aid on groups that most need it. One new program provides job training and other services for youths who neither work nor attend school. Another is aimed at the nearly 20 percent of Chilean households headed by women. Programs to build affordable housing have been expanded.

is ready when you need it, even for a couple of hours.

• fully functional modern offices and conference rooms to rent by the hour, doy, month, stc...

• Your hound or permanent base

• Presige mailing address. All services

• OSS BURO EXPRESS

• 71, Fig 54-Housers 75008 PARIS

Tel [1] 42-66-90.75. Fox [1] 42-66-15-60 After two years, reviews are mixed. "I think we have come a long way in housing and education," said Jorge Leiva, an adviser to Economy Minister Carlos Ominami Pascual,

much too large, that does not enjoy 1982, claiming sovereignty over the the fruits of our economic growth." South Atlantic island group. Ar- was conducted." (AP, Reuters) plications caused by AIDS.

**TOPICS** 

Cut flowers that last three times as long may be in sight. The New York Times reports. The function of flowers is to lure pollinators, usually insects. Once a flower has been pollinated and a fruit has begun to grow, plants

Unfortunately, the same thing happens when flowers are cut. They start producing ethylene, and droop. Now, researchers at Purdue University in Indiana have cloned a gene involved in producing ethylene. Their aim is

"We can't just indiscriminately shut off ethylene production," cartions William Woodson, associate professor of horticulture at Purdue, "because the plant uses the hormone for a number of purposes, even defense. We only want to prevent it in the flowers."

Short Takes

Each of New York City's 58,000 pay telephones is vandalized on the average of three times a year, usually for the coin box. Now a pay phone that uses debit cards, not coins, is being tested. Such phones are widespread in Europe and are widely used in the United States for long-distance calls. But the coinless phone-card system, if adopted, would be the first in the country for local calls. The cards, which are prohibitively expensive to counterfeit, would be sold mainly at newsstands and vending

Fingerlatt, a Minneapolis mail order company, is doing well by pursuing customers with annual household incomes averaging



بقائد بالمستقفيلة المصطبيع ويراسين يبيد بالاعتقال بالمسابي بالمسا

SHOWING THEIR COLORS — American members of an animal-rights group protesting a fur fair Tuesday in Tokyo. The banner says, "We'd rather go naked than wear fur."

\$24,000, or \$5,000 under the national average. Since it sells on the monthly installment plan to shoppers who have trouble getting credit anywhere else, Fingerhut has developed a system to filter out bad credit risks. Customers who use pencils on order forms, fail to include a middle initial or print rather than sign their names are suspect. Last year the company sold \$1.4 billion worth of \$100 leather skirts, \$150 gold rings in the shape of dolphins, \$9.99 porcelain unicorn night lights and other con-sumer items for a profit of \$53.6 million, up 12 percent over the

The nickname of athletic teams at the John Jay College of Criminal Justice in New York City is, to be sure, the Blood-

About People

John Mackey, former tight end for the Balumore Colts, told how he found out that he was to be inducted into the Pro Football Hall of Fame: The switchboard operator in his hotel "called and said I had been "indicted.' I panicked and said, 'For

Arthur Highee

## Lord Fieldhouse, Falklands Chief, Dies

previous year.

Compiled by Our Staff From Dispatches LONDON - Lord John Fieldhouse, 64, commander of the British forces during the Falklands Isistry of Defense announced Tues-

Lord Fieldhouse was the highest-But he added: "Overall, there is ranking admiral when Argentina still a segment of the population, invaded the Falklands on April 2,

gentina surrendered it on June 14,

Earlier, he commanded Britain's first nuclear submarine, and he lands war in 1982, has died at a eventually was named chief of the hospital in Southampton, the Minnation's defense staff. Margaret Thatcher, prime minis-

ter during the Falklands campaign. called Lord Fieldhouse "a great leader" and said that Britain owed "a great deal to him for the way in

Edua Gardner Whyte, 89, an aviation pioneer who devoted her life to proving that women could fly as well as men and was a close friend of Amelia Earhart, died of natural causes Saturday in Texas.

Dr. Hacib Acom, 36, who championed the rights of health-care workers after he became infected. with HIV on the job, died Sunday

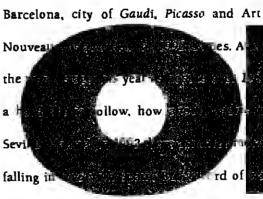
SPANISH TOP MODEL INES SASTRE

stunds like

to all the others for

In 1992 there will be Good Reason for Falling in Love with Spain.

T T'S INVARIABLY LOVE at first sight. Take the Romans. They were so smitten, they stayed for six centuries. The Moors lingered even longer. And now the attraction is stronger than ever. In 1992, where else in the world can you find the Olympic Games, Expo'92 and the Cultural Capital of Europe? As if its Catalan charms weren't beguiling enough,



love affair could last a lifetime.

Barcelona Olympic Games. Sevilla Expo '92. Madrid, Cultural Capital of Europe 1992.



irst city of muria, also walks

Euro

Passion for life.

1992. The year of the Barcelona Olympic Games. The Universal Exposition in Sevilla. And Madrid Cultural Capital of Europe.

By David Hoffman

Washington Post Service
MOSCOW — The United States and Russia have opened talks on creating a joint computer center to provide early warning of a ballistic massile attack from third countries. in another step toward defense co-operation, officials said Tuesday.

The center would be available to other countries interested in particinating and receiving such warning. Eventually, it could be linked to

#### Manila Asks U.S. For Help at Subic

MANILA - President Corazon C. Aquino has asked President George Bush to put aside bitterness between the two countries and help turn the Subic Bay Naval Station into a commercial port that would also serve U.S. warships.

In a letter, Mrs. Aquino said the Philippine Senate's decision in September to reject a new bases treaty should not damage the relationship between the two allies. The rejection has forced Mrs. Aquino to tell Washington to withdraw its forces by the end of the year.

Manila says it plans to convert Subic, a major U.S. ship repair ward, into a commercial port and wants the Americans to leave behind some facilities, including floating drydocks. Washington has said it plans to shift its various operations in Subic to other Asian and Pacific points.

(Continued from page 1)

Arfanis, who got tired of repairing cars in Tripolis and brought back

"Young people think different-ly," said Mr. Arfanis, 31. "They

want to stay in the village, but they need their own cafe." That has

meant such innovations as sleek

inetal furniture lined with red plas-

tic and a big television set with

deafening speakers.

In the traditional coffee shop

across the street, the men - never a

sign of women — still cluster

around the rusty wood-burning

Avalanche Kills 2 in Turkey

" ANKARA — An avalanche

killed two villagers and injured five

his savings.

**ARCADIA:** Disappearing Youth

defense systems, officials said, but that would require changes in the 1972 Anti-Ballistic Missile Treaty.

The idea has been received enthusiastically by Russia, which seeks early warning against acci-dental ballistic missile attack from nations along its periphery, U.S. officials said. They noted the spread of missile technology in recent years, such as Iraq's use of Scuds against Israel during the Gulf War.

In an even more ambitious proposal, President Boris N. Yeltsin said in a speech Jan. 29 that Russia was prepared "to develop, create and jointly operate a global defense system" instead of the Strategic Defense Initiative being pursued by the United States.

Secretary of State James A. Baker 3d dismissed a recent Yeltsin pledge that Russia would not target U.S. cities and military installations with nuclear missiles. Mr. Baker said that targeting decisions could be quickly reversed and could not be verified. Mr. Yeltsin, he said, had indicated that it was a "future idea" not being immediately implemented.

Mr. Baker and Foreign Minister Andrei Kozyrev reported that they had not resolved differences between U.S. and Russian proposals for sharp reductions in strategic nuclear arsenals. But they said they would press ahead, avoiding the cumbersome arms-control negotia-tions of past years, and expressed hope that an agreement could be ready for President George Bush and Mr. Yeltsin to sign at a summer summit meeting in Washing-

marks left by earlier generations.

operator. He recounts that a mar-

ed to process pine and chestnut

Why can Agios Petros do what

Agios Nikolaos cannot? Is it true

what they say in conservative Agios

Nikolaos, that Agios Petros got

funds in the past because it voted

made some deals with the govern-ment," Mr. Savourezos said. But he

insisted that at least half the new

selves. People from here did not go

projects came from locals them-

Socialist?



THE HUMAN COST OF CIVIL WAR - Salvadoran soldiers and civilians who lost legs in land-mine accidents lining up at the 2d Military Brigade in Santa Ana to apply for prosthetics. Thousands were wounded by land mines during the 12 years of civil war.

(Continued from page 1)

three years in North Korea.

tion in Moscow."

luxuries only on special festivals,"

he said. "It's worse than the situa-

in and observing the capital city, Pyongyang, a showcase where stan-

dards apparently are far higher than elsewhere. Ethnic Koreans

who have visited the provinces say

no fat people," said a Korean-American who recently visited rela-

tives in North Korea. "Nobody is

The Korean-American, one of a

small but growing number now allowed to visit North Korea, said

conditions were tolerable in Pyong-

said he had found that his sister

cryone is banana-shaped."

"Outside Pyongyang, there are

the situation is far worse there.

Yet Mr. Tikhomirov was living

# POLITICS: Now the Reflex Vote

(Continued from page I) "Am I really going to abandon the

president and vote for Pat Buchan-Her answer: "Yes! I am going to vote for Pat Buchanan!" This is

what it finally comes to. And this: Arthur Ducharme, a lifelong Republican, walked from Ledge Elementary School in Nashus shaking his head and muttering softly to his wife, Janet, "I can't believe I did it. I can't believe I finally voted with you guys." For the first time, Mr. Ducharme confessed, he voted in the Democratic primary, casting his ballot for Paul E. Tsongas, the former Massachu-

setts senator. "I felt almost like I was betraying somebody," Mr. Ducharme said.
"But Bush and the Republicans just keep coming up short. I always voted for Bush, and he badly disappointed me."

Other elections have brought New Hampshire voters out to cast simple ballots for simple reasons. In 1980, according to Carolyn Brady, a ward clerk in Manchester, the voting line at Webster School went halfway around the block. People, she said, were tired of Jimmy Carter's malaise and swept up in Ron-

ald Reagan's emphoria.
On Tuesday, it was far more complex. Mr. Zemis said he went for Mr. Clinton not so much because he liked him but because he distiked everyone else for attacking the Arkansas governor's personal history. "Whoever starts running

American meals, filled with fat and

nutritions stuff, yes, you can get by with two meals. But the North Ko-

kimchi! So with two meals, that

Krzysztof Darewicz, a journalist

for the Polish Press Agency who is accredited to both China and

North Korea, said that in the past,

"Now there is a total lack of

food, so they can't focus on any

particular item," Mr. Darewicz

said. "So they explain that overeat-

cast a documentary about the

death of a man whose stomach sup-

posedly burst because he are too

In the autumn, television broad-

ing generally is harmful."

means people are starving."

another guy down, I cross him off the list," Mr. Zemis said. A fairly conventional explana tion might be found for the early indications of strong showings by Mr. Buchanan and Mr. Tsongas,

the self-described "pro-busines

liberal." Voters are tired of the status quo in both parties, perhaps. But there was nothing conventional about George Maloof, a retired electrician wearing an old Milwaukee Braves hat. He said he had voted for Democrats "since the Braves were in Boston." This year, he was thinking of either Governor Mario M. Cuomo of New York as a write-in, or "that fella from Arkansas" - presumably Mr. Clinton.

Then he clicked on the television. "When I get home every night, I turn to Channel 50 to unwind and watch Archie, you know, 'All in the Family,' Mr. Maloof said. "So this week, I come home and there's no Archie, there's some guy talking about what he'd do if he becomes president. He talks for a half hour. and I kind of like it. I get hooked. I turn on Archie the next night, and again he's not there. Same guy there talking sense. So I say, what they hey, and I vote for him."

One for Tom Laughlin, a.k.a. Billy Jack

This primary was an intensely personal expression. Even when arriving at the same candidate, voters took many roads, and many ran in the face of the conventional wisdom. Mr. Buchanan is generally considered this year's hero of trueblue conservatives, a group thought to include most anti-abortion vot-

Yet Mrs. Thivierge said her opposition to abortion steered her to Mr. Bush. Mr. Buchanan, she said, "just didn't feel right to me." Mr. Tsongas, the analysts assert, is too bland to generate national appeal. But Norman Fournier went for him, he said, precisely because he secos electable

At St. Pins Church in Manchester, Jan Cassidy-Rogier voted for ta Monica, California. "If it were Mr. Clinton, not in spite of tabloid allegations of adultery but because of them. "I like the way he stood up to the dirt," she said. rean meals - they don't even have

After 8 P.M. and polls had closed, computers whirred and ice tinkled in the cocktail glasses. Klieg lights blazed on minicams, and opinionmakers pounded analysis into keyboards. So much glitz and technology goes into a modern campaign, so much glamour and gossip and green cash that sometimes it is easy to forget the voters.

But while the polls were open on Tuesday, politics briefly belonged to the people who, for better or worse, were intended to own it. The voters made their choices. In their own fathomable and unfathomable ways, they conveyed their wishes, registered their fears.

Zzhunppp! One vote at a time.

#### Seoul Is Cautious KOREA: In the North, Food Is Scanty but Hatred of Regime Is Plentiful On North's Pacts

The Associated Press

SEOUL - The North Korean leader, Kim Il Sung, signed accords on reconciliation and a nuclear arms ban on Tuesday, the eve of high-level inter-Korea talks in Pyongyang. But South Korea's prime minister, Chung Won Shik, said in Pyongyang that "it should be remembered that written stove and pine tables with the George Savourezos, who dropped in for a card game, is pledges alone will never bring peace or unification." proud of the local revival, which he

monitors from his listening posts as South Korea, still suspicious of village councillor and telephone the North, has asked its Communist rival to carry out the accords, ble quarry has been reopened and that two small sawmills have startwhich go into effect when the prime ministers of both Koreas meet Wednesday for the sixth round of righ-level talks.

Mr. Chung demanded that

North Korea dispel continuing concern over its nuclear intentions by ratifying a nuclear safeguards accord that it had signed with the apple-shaped or pear-shaped. Ev-United Nations International The village council lobbied and Atomic Energy Agency on Jan. 30, He also urged the North to accept Seoul's call for separate, on-site inspections of suspected nuclear weapons sites. North Korea has not yang but desperate elsewhere. He given a timetable for implementing

health, and that she owned just two outfits of clothing: a Korean dress to wear outside and a set of work to make any close friendships or

learn even basic facts of daily life clothes to wear around the house. such as whether most people now You see old women roaming eat two meals a day or three. Mr. the mountains, looking for edible Tikhomirov, who spoke by phone from Moscow, said the situation leaves," he said in a telephone interview from his home in the Unithad clearly deteriorated during his ed States. "Now in the mountains there's no grass. It's all been picked "They can get meat and other clean by people trying to get some-thing to put in their soup."

For fear of getting his relatives into trouble, the Korean-American spoke only on condition that he not be identified and that specifics be

The account of the Korean-American conforms with accounts recently given by ethnic Koreans here in China who make regular visits across the border. More than 100,000 Korean Chinese here in the Yanbian prefecture visit North Korea each year, their visa-free travel a tribute to the close relations between China and North Korea. Typically they stay for a week or two at a time. "Conditions are so tough there now that we can't take

it for more than a week," said a middle-aged Korean Chinese. North Korea also allows more travel across the border into China paign urging people to eat just two each year to visit relatives, but anyone who crossed into China without permission would almost cer-"Let's cat two meals!" tainly be repatriated to be "That means people are starv-ing," said Kong Dan Oh, a Korea specialist at the Rand Corp. in Sanimprisoned or shot.

than 10,000 of its own citizens to to the food shortage with a cam-

There are varying accounts of the amount of the daily rice ration: anywhere from 7 ounces (about 200 grams) to perhaps as much as 1.5 pounds for miners engaged in ardu-ous labor. Some say this rice allocation, which is a theoretical entitlement but often is not provided in full, at times is supplemented by potatoes, barley, beans or peas. Red pepper paste - normally a ent in Korea - now is be-

propaganda organs had pointed out the health disadvantages of The authorities have responded such commodities as sugar, which were unavailable.

ing pressed into service as a side

#### Paris-Solia Treaty Signed

PARIS - On the second day of an official visit by President Zhelyu Zhelev, France and Bulgaria signed a bilateral friendship treaty Tues-day under which Paris will help Bulgarian efforts to join the Euro-

pean Community. much rice.

# The World's Rendezvous with Europe

The IHT is now inviting concerned international companies to sponsor its highly-regarded 1992 series, which will begin its 5th year in 1992 with seven new sections.

Past sponsors of this series have included:

**ABB** 

**AEROSPATIALE** 

**ALCATEL** 

**ALLIANZ** 

**DIGITAL** 

**EUROPAGES** 

FRANCE TELECOM INTERNATIONAL

**GOLDSTAR** 

**NOKIA** 

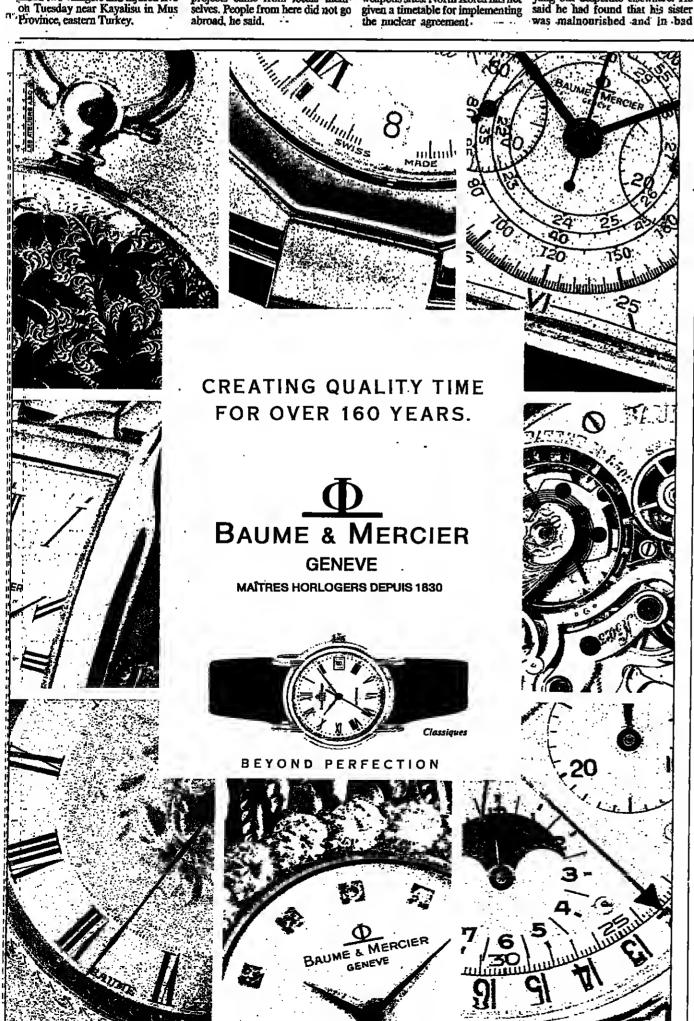
RHONE-POULENC

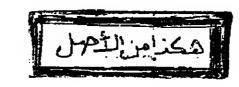
SABENA

**TOSHIBA** 

WESTDEUTSCHE LANDESBANK **WORLD TRADE CENTER** 

For more information about participating as a sponsor for this widely-read series, please call Juanita Caspari in Paris at (33-1) 46 37 93 76, or call your local IHT representative.





- : بنته دند

金属 と 丁二

----

im martine in the

English to the state of the sta

Both with the

STATE OF THE RELEASE

21744 22 7. 755 174

555 300 0

777

gardeyan ar our finn

Extra National States and

20:2:2:2:

LE ( International

Herald Eri

The state of the s

224

Section of the sectio

E-1918

1 2 2 2

van ignation

4 25 5 mm =

-----

- - 227

. . -- -- --1 2: 22 EV 25

---

Carpe,

F- 123

27 1 47 19 1

111 121 121

4 4 16 1 04 04 Mg

And the second

- 444

中间 经收益量

ALL NOT CHEELE

- + 21/2 22-

4.22

By Steve Coll

Washington Post Service ISLAMABAD, Pakistan — In the Hall of Mirrors conference room at the Islamabad Hotel, beside buffet tables brimming with pound cake and coffee, leaders

of the Islamic world's most radical movements gathered one recent afternoon to chant "God is great!" and to tell one another in vitriolic speeches that religions fundamentalism was the wave of the future.

Speakers from the Muslim Brotherhood in Egypt; Hezbollah, or Party of God, in Lebanon; the Islamic Salvation Front in Algeria; Hezb-i Islami in Afghanistan, and the Hezbul Mujahidin in Kashmir pounded

But some of them shared a dispuriting theme: that their host government in Pakistan, which came to power on an election platform that promised to restore and expand Islam in South Asia, was succumbing to international conspiracies aimed at suppressing fundamentalism

"The Pakistan government should understand the conspiracies against us," said Qutobuddin Helal, e representative of the Afghan Herb-i Islami faction led

way for these conspiracies."

The fears of these radicals reflect a quiet, complex struggle in Pakistan, one of the most populous Muslim nations, over how to accommodate militant Islam in a country where religion and politics have long been entwined, but where many in politics and business are trying to move in a more Western direction.

Prime Minister Mian Nawaz Sharif of Pakistan, in power for 16 months, has built his centrist government on two hardly complementary political pillars: He has offered rhetorical and practical backing for politicized Islamic movements while trying to create radical freemarket economic structures that emphasize integration with the global economy, and thus a more Western outlook This dual approach is producing conflict in Mr.

Sharif's government. A decision by a new Islamic court earlier this year to ban all interest charges in financial transactions, because Islam forbids interest, has alarmed international investors.

While the decision is subject to review by the civilian supreme court and is expected to be reversed, economic reformists worry that the government's de-

by Galbuddin Hekmatyar. "They should not pave the sire to appease Muslim conservatives could scuttle its

free-market plan. "It is a very serious problem," said Sardar Aseff Ahmed Ali, the government's minister of state for economic affairs. "The foreign donors are getting a bit

edgy.
"Our own banking system is very, very nervous," he said. "The whole financial structure of our country

would be destroyed, virtually."

Mr. Ali represents a wing of the Pakistani establishment that wants to reduce the political clout of Islamic fundamentalists in Pakistan, who have influenced the country's identity and policies for much of the last decade. Mr. Ali said he believed that politicians had vastly overrated the strength of Pakistan's militant Auslim leaders.

"It's a total myth," he said. "I think oo one has called their bluff yet."

The issue involves more than economic policy. In

recent weeks, Mr. Sharif's government has angered religious radicals by abandoning military support for Afghan mujahidin rebels and by clamping down on e protest march by pro-iodependence Kashmiri

"We are dissatisfied in many respects," said Qazi Hussein Ahmed leader of Pakistan's main Islamic party, the Jamiat-i Islami, citing the issues of Afghanistan, Kashmir, nuclear proliferation, Islamization, support for Palestinians, corruption and the reformation of society.

For years, the conventional wisdom about Pakistan has held that while Muslim radicals have trouble winning votes in elections — they have never won more than about 5 percent in any national poll — they have veto power over government policy because of their ability to mobilize disruptive popular demonstrations. Yet in recent times of emotional crisis such as during the Gulf War, Jamiat-i Islami has not been able to mount major protests.

Despite this, politicians ranging from liberals in the Pakistan People's Party of former Prime Minister Benazir Bhutto to conservatives in Mr. Sharif's administration have been cautious about crossing the reli-

Some argue that this is because Pakistan's political class, which is generally wealthy, secular and isolated, fears that religious radicals understand the Pakistani populace in ways they do not.

# Miyazawa Foes Force Politicians to Testify

Compiled by Our Staff From Disparches

TOKYO - Japanese opposition parties agreed Tuesday to end their two-week boycott of a parliamentary debate on the 1992-93 budget, a parliamentary spokesman said.

He said the decision followed the agreement by the governing Liberal Democratic Party to summon former Prime Minister Zenko Suzuki to testify on the Kyowa scandal, which involves allegations of bribery of politicians.

"The opposition and the LDP agreed to resume the budget debate tomorrow morning," the parliamentary spokesman said.

Mr. Suznki will appear before parliament as an unsworn witness on Tuesday to testify about his role in the scandal, the spokesman.

On the same day, Jun Shiozaki, e former cabinet minister and member of a Liberal Democratic Party faction led by Prime Minister Kiichi Miyazawa, will testify before parliament on allegations that he took money from the Kyowa Company, the spokesman said. The Kyowa Company is a bankrupt property developer that is said to have bribed a top Liberal Democratic Party legislator, Fumio

Abe, in return for fevors while Mr. Abe was a regional development Opposition leaders have boycotted the debate on the 1992-93 budget for two weeks in an effort to force the governing party to summon its senior members to testify on their roles in the Kyowa scandal

The stand-off has threatened the passage of the state budget by the start of the new fiscal year, beginning on April I, and further damaged the stability of Mr. Miyazawa's government. Opposition parties have boycotted lower house budget hearings since Feb. 5. The party agreed in principle to accept the opposition demands after an embarrassing defeat in e parliamentary by-election in western Japan on Feb. 9. The victory of the opposition candidate, who ran on an anti-corruption platform, was seen as an endorsement of the opposition demands.

Mr. Suzuki, 81, will face questioning on reports that he received as much as 110 million yen (about \$865,000) from Kyowa. (Reuters, AP)

# Punjab Militants Press Boycott of Vote

By Sanjoy Hazarika New York Times Service
NEW DELHI — Sikh militants

and anti-government forces demonstrated their influence on the troubled state of Punjab on Tuesday by closing much of it in a protest against legislative elections scheduled for Wednesday.

A senior state official said the work stoppage was "60 percent to 1 70 percent successful." The stoppage and the call for a boycott of the elections are to continue Wednesday, officials said.

Only one of the major Sikh parties is participating in the election, which is being held in the shadow of violence and fear. -

Those who oppose the elections say that the balloting is irrelevant because New Delhi has failed to take steps to meet long-standing Sikh demands - for the release of detainees, greater political and economic autonomy, and more water for the irrigation of drought-prone regions. But according to officials and

ists have threatened many of the leaders of the Sikh parties and their families with violence if they participate in the elections. A huge deployment of army

journalists, militant Sikh separat-

troops, paramilitary forces and Punjab police has helped to keep the violence of under control. But on Monday night, Indian news agencies reported, two armed

men in police uniforms removed

Hindu textile-mill workers from

their slum homes and killed 12 of Those contesting to give Punjab its first democratically elected government in five years include Prime Minister P. V. Narasimha Rao's Congress (I) Party; the rightist



A paramilitary guard atop a vehicle escorting a Punjabi candidate.

Akali Dal, led by Amrinder Singh, the former maharajah of Patiala. He has won widespread respect for his open defiance of the militants.

Bharatiya Janata Party; the Com-

munist Party of India, and the letproof cars for fear of attacks. gs, except in cities and towns.

It is unclear whether any single er. party will be able to win a majority Campaigning has been low-pro-file, with bomb attacks and other which group will dominate the 13 violence against supporters of causeass in the lower house of the natural out of the villages," the official didates exacerbating the situation. Here is said. "There's a whisper campaign Most candidates were surrounded much anger among Sikhs, who that people who vote will have their by bodyguards and traveled in bul-make up 60 percent of the popula-families wiped out."

tion, against the Congress (I) Party, which is accused of fanning the crisis, and against the Bharatiya Janata, which is pro-Hindu.

The last government in the state. headed by Akali, was dismissed in 1987 by Rajiv Gandhi of the Congress Party, then prime minister. This fueled further resentment against the Gandhi family and its party, all of which led to nearly five years of direct government from the center.

The parliamentary seats are important to Mr. Rao because his minority government needs about 12 scats to gain a majority in the 542-member house.

Although the level of violence this time is lower than in June, when elections were canceled the night before the balloting was scheduled, officials interviewed by telephone spoke of widespread fear of extremist retaliation. They also said that fewer people

had been killed this time. In 1991, more than 200 people were killed about 120 of them in train massa cres staged to prevent the vote. Of those killed, 26 were candi-

dates. The Renters news agency said that as many as 12,000 people had died during the last five years' of rule from New Delhi. Fear is keeping people away.

from campaigns and eventually even from voting," said a senior Punjab official. "They're against the terrorists but they know that They rarely campaigned in the eve- the army and the paramilitary troops cannot protect them forev-

"They are terrorizing party workers and villagers in the countryside because they can slip in and

#### 50 Killed as Hindu Hostel Collapses crowded onto the concrete balcony

19 It's better than

never 29 Buffet offering

23 Football "zebre

25 Teilless rodent

31 Taoism founder

35 Free -- bird

36 Actress Gibbs

39 Buffet offerings

43 Singer-actress

42 Wyeth model

38 Stuck fast

24 Colored

28 Hiatus

religious festival, crushing pilgrims and causing e stampede. At least 50 people were killed and 50 more standing at the edge of the tank seriously injured, according to news reports. The tragedy occurred during the Hindu festival of Mahamaham, held every 12 years in Kumbakonam, io Tamil Nadu

Solution to Puzzle of Feb. 18

**ACROSS** 

Porter tune

& Plucky

10 Couch

perch

potato's

4 Sociel event

15 Item in the fire

17 The Spectrum

18 Onetime car

features

18 Culmineting

NEW DELHI — A hostel for of an old pilgrim hostel overlook-Hindus collapsed Tuesday during e ing e large artificial pool in which people were taking ritual baths. Tens of thousands more were waiting their turn. Hindus believe sins are absolved with a swim in the sacred 2.2-hectare (5.4-acre) pool at an auspicions time. Chunks of concrete fell from the

state. balcony onto pilgrims, setting off a Hundreds of people reportedly stampede, Press Trust said.

45 Full of

agged

47 Sigme follower

51 Gal of songdom

53 Buffet offerings

eo Mil, malefactor

62 Situated near a

center line

64 Irene Dunne

65 Square

CALL

66 Righteous

67 Caught eight of

68 Shoe polisher's

89 Lunchtime time

DOWN

1 "Apple cider"

Munich

3 Have ---- In

one's bonnet

61 Tom turkey

48 Poet Shapiro

40 Look for

44 Actress Remick: 5 Public

protuberances:

warehouse

talking

7 Song for

Domingo

a Imbue with

spirituality

Across

26 Blanched

27 Periman'e

29 Field of

30 Factory

32 Old refrain

33 Cedar, in

34 Ford flop

Cottbus

36 Scrimpy or

skimpy

37 Portico post

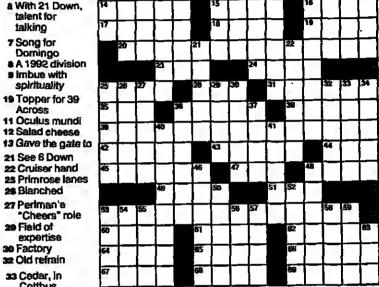
41 March man

45 Petty officers

40 Buffet offering

52 Site to

remember



O New York Times, edited by Eugene Maleska.

48 Electrically 53 A Lansbury role on Broadway 54 Simon's "Slidin" operated hom 50 Deceitful

35 "- Back to Frin' 56 Holm oak

58 --- Straits of rock 59 Hockey shot 83 \*Nightmare on -Street

57 Mailed

## WORLD TRADE & INVESTMENT EMERGING BLOCS & OPPORTUNITIES FOR GLOBAL GROWTH



LE GRAND HOTEL, PARIS, APRIL 2 - 3, 1992

Co-sponsored by the International Herald Tribune & the International Chamber of Commerce

KEYNOTE ADDRESS

Federal Republic

Industries pic

KEYNOTE ADDRESS

Compagnie de Saint-Gobain

CONFERENCE CHAIRMEN

Jürgen Möllemann, Economics Minister, Germany

Birgit Breuel, President, Treuhandanstalt, Germany Vladimir Diouhy, Economics Minister, Czech & Slovak

Frans Andriessen, Vice President, European Commis-

Renato Rugglero, Member of the Board, Flat SpA, and

Jean-Louis Beffa, Chairman & Chief Executive Officer.

Sir Denys Henderson, Chalman, Imperial Chemical

Joseph E Connor, Chairman, Price Waterhouse World

Firm & President, International Chamber of Commerce

Lee W Huebner, Publisher, International Herald Tribune

Axel Krause, Corporate Editor, International Herald

**EMERGING TRADE BLOCS: EUROPE** 

former Minister for Foreign Trade, Italy

GROWTH SECTORS FOR THE FUTURE

Jean-Claude Paye, Secretary General, OECD

KEYNOTE ADDRESS

Arthur Dunkel, Director General, GATT DEVISING NEW RULES FOR WORLD TRADE & INVESTMENT

Dominique Strauss-Kahn, Minister of External Trade and Industry, France Etienne Davignon, Chairman, Société Générale de

Belgique Robert D Hormats, Vice Chairman, Goldman Sachs International EMERGING TRADE BLOCS: THE AMERICAS

Domingo Cavallo, Economics Minister, Argentina Jaime Serra Puche, Trade Minister, Mexico Ambassador Rufus H Yerxa, Deputy US Trade Representative, Geneva

KEYNOTE ADDRESS Jacques Attali, President, European Bank for Reconstruction & Development

CRITERIA FOR'CROSS-BORDER INVESTMENT: THE CORPORATE VIEWPOINT ean-René Fourtou, Chairman & Chief Executive Officer,

Rhône-Poulenc SA Carl Hahn, Chairman, Volkswagen AG Robert Heller, President, Visa USA

EMERGING TRADE BLOCS: ASIA & THE PACIFIC RIM Hari Shankar Singhania, President, JK Organization,

Ambassador Koji Watanabe, Japanese Ambassador to Italy, and former Deputy Minister for Foreign Affaire,

Patrick J Williamson, Special Representative of Hong Kong to the EC

Simultaneous English/French French/English translation will be available throughout the conference.

REGISTRATION INFORMATION: The fee for the conference is £595.00. This includes lunches, a cockail reception and all conference documentation. Please note that fees are payable in advance and will be refunded less a £60.00 cancellation charge for any cancellation received in writing on or before March 20, after which time we regret there can be no refund. Substitutions can be made at any time.

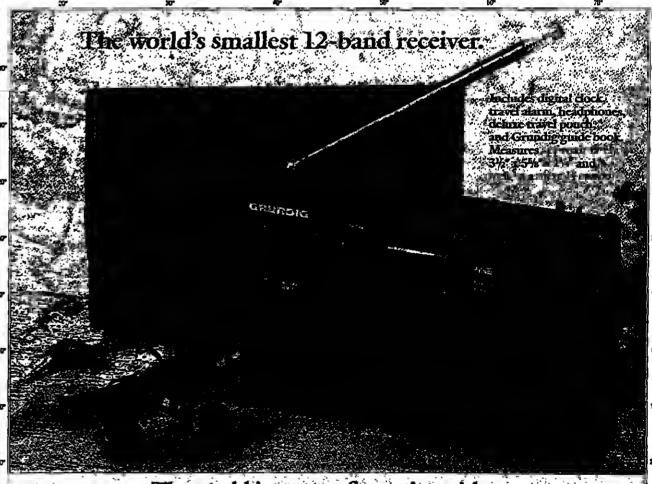
A special rate of £495.00 is available to ICC members.

CONFERENCE LOCATION: Le Grand Hotel, Place de l'Opera, 2 rue Scribe, 75009 Paris, Tel: (33 1) 4007 3232. Fex: (33 1) 4266 1251. To reserve accommodation, please contact the reserva-tions department at Le Grand Hotel. Please notify the hotel that your reservation is in connection with the International



REGISTRATION FORM: To register for the conference, please complete the form below and fax it to: Jane Blackmore, International Herald Tribune, 63 Long Acre, London WC2E 9JH. Tel: (44 71) 379 4302. Fax: (44 71) 836 0717. 19-2-92 ☐ Enclosed is a check for £495.00/£595.00 ☐ Please invoice

Country....



The world is at your fingertips with...

# The Grundig World Band Receiver

Announcing a revolutionary breakthrough in world-band radios...from Grundig, the leader in German shortwave electronics. This miracle of miniaturization is not sold in U.S. stores or catalogs - only Willabee &: Ward has it! Time in to events around the globe.

The RK-709 is the world's smallest 12band receiver - AM, FM, FM Stereo (with headphones, included), and all 9 major shortwave hands. Small enough to fit into a pocker, briefcase, or purse, yer big on features. Telescoping antenna pulls signals from anywhere in the world. Listen to legendary BBC newscasts—the best in the world. Hear what Radio Moscow is saying about Gorbachev, Keltsin, and President Bush, Listen to the Voice of America when you travel abroad. Follow a crisis or breaking story wherever you are and no matter where it's happening: Baghdad, Panama, Beijing or Tokyo.

You don't have to pack a travel alarm, either.

You won't need it - this is better. The RK-709 wakes you with the radio or its ingenious "Humane Wake System" -the tone begins softly and gathers volume until you wake up! The digital alarm clock features a sleep timer that turns off the radio 10 to 60 minutes after you turn in!

Only \$159! Payable in monthly installments.

The Grundig RK-709 is only \$159 (plus \$7.50 shipping/handling), payable in convenient monthly credit card installments. Includes deluxe carrying pouch and stereo headphones. One year warranty, 30 day money back guarantee. Order today.

Don't be confused by other 4, 5, 7, or 9 band radios. Grundigis RK-709 is today's best buy on a real 12 band receiver.

CALL TOLL-FREE: 1-800-367-4534 Ext. 623-211

Willabee & Ward 47 Richards Ascense Norwalk, Conn. 06857

CALL TOLL FREE: 1-800-367-4534 Ext. 623-211 Outside U.S.: 203-866-0101 Ext. 3300 Please send me \_\_\_\_ Grundig R.K-709 World Band Receiver(s). For each receiver, charge 4 installments of \$41.63\* to my

credit card: ☐MasterCard ☐VISA Discover DAm Ex.

Exp. Date Credit Card # PLEASE PRINT CLEARLY Address City/State/Zip...

Herald Eribune.

Water Comment

Property of the second Service of the servic **DESTR** A Way

THE PERSON NAMED IN 1 10 Cas. - L'A The Case. MEN TY

M BREE **利益 常文化** den e Market 1

-1 Sec. 1 2 4 50 I'M met; 第141年に

A 25 Sir Water **为是正 4.** 理能では! S. San . 25 39.5423

Ja --Frank would Bet to the contract of the state of gradient that the Mark Transport Control of the

with Europe

# Herald Tribune.

# **Protecting the Sky**

#### Interesting Precedent

Erosion of Earth's protective ozone layer in the upper atmosphere is creating an environmental emergency and a rising threat to bublic health. It is being caused by manmade chemicals, and President George Bush is absolutely right to speed up the ban on their production. Previously most of the countries with chemical industries had agreed to phase out these compounds mostly chlorofluorocarbons, or CFCs — by the end of 1999. For the Umited States, Mr. Bush has now advanced this deadline four years to the end of 1995. Britain has followed, as other countries are likely to do. That is a welcome response to scientific research that in recent months has shown an increasingly ominous trend. The ozone layer screens out much of the sun's ultraviolet radiation, which, in high doses, causes both cataracts and skin cancers.

The world's response to the holes in the ozone layer has been a model for other and more difficult environmental decisions ahead. In the United States, the Bush administration has accelerated the shift to substitutes by imposing on CFCs an escalating tax. A president who dislikes both taxes and regulations in principle has used both, skill-

That is an interesting precedent. In New York this week, negotiations will resume oward an international agreement to combat global warming. The goal is to sign the agreement at the UN Conference on Environment and Development next June in Rio de Janeiro. It is mainly up to the United States to decide whether that agreement is going to provide serious protection, setting real limits as the CFC treaty did, or turn into just another get-well-soon card.

Among the man-made gases that contribbline - looks like the place to start.

— THE WASHINGTON POST.

#### America Lags Behind

The United States heads into important environmental negotiations with a heavy burden to overcome: the perception that it is unwilling to join the rest of the industrialized world in trying to reduce the threat of global warming. Several European countries and Japan have proposed that all countries agree to cap emissions of carbon dioxide, the chief gas implicated in the "greenhouse" effect that traps heat in the atmosphere. All five Democratic presidential candidates support a cap, but the Bush administration is balking leaving the impression that America shrinks from doing its part.

Today, delegates meet in New York in one of the final negotiating sessions before a United Nations conference in June on a global climate treaty. With the departure of John Summu, the skeptical White House chief of staff, there may now be new flexibility. fts good faith in question, America needs to show its commitment on a problem that most experts deem potentially serious.

- The Bush administration has contended that the United States is already pursuing strategies that will cap or reduce its combined emissions of all greenhouse gases while allowing carbon dioxide emissions to increase. Most of this reduction was to come from phasing out chlorofluorocarbons, the gases that have been eating up the ozone shield and also happen to be green-house gases. But new findings suggest that chlorofluorocarbons cause as much cooling, by eliminating ozone, as warming.

If the administration hopes to stabilize or

reduce greenhouse emissions, it needs to do more. But how much? Even after years of study, no one knows how much warming will occur and whether it is dangerous. Even so, experts consider it prudent to minimize

fully and successfully, to push a large indus-try away from dangerous products.

ute to global warning, the most important is. unfortunately, carbon dioxide, produced by burning all of humanity's favorite fuels from gasoline and coal to wood and camel dung. A mismanaged attempt to curb emissions of carbon dioxide could obviously cause enormous disruption. But since global warming could also cause enormous disruption, the issue is not whether but how to cut down on combustion. The answer lies in raising fuel efficiency - a thing that America should be doing anyway to protect its standard of living. To follow the successful example of the CFC tax, a tax on fuel — above all, on

#### the danger, assuming no huge cost. The United States could readily provide more aid to developing countries to curb global warming activities. Such aid might help China, for example, adopt efficient technologies for mining and burning its vast reserves of coal. An American contribution

of, say, \$50 to \$100 million a year to an international fund would seem a cost-effective way of reducing the world's risk. Imposing from caps on carbon dioxide emissions poses a more difficult issue. Other countries propose to hold their emissions in the year 2000 to 1990 levels. But Bush administration officials rightly warn that focusing on carbon dioxide alone could drive up energy costs and divert attention from other greenhouse gases. Even so, setting targets and timetables for carbon dioxide would

send a beneficial signal to all countries and all industries that the United States is serious. Why does the administration hesitate? One reason is a deep-scated suspicion that other countries are glibly endorsing caps without embarking on programs capa-

ble of achieving them. Another reason is potential cost. Although the Environmental Protection Agency believes that it would be manageable, the Energy Department says it would be severe. On such an important issue, the administration needs to open its cost estimates to public scrutiny. If the cost seems tolerable, it would do well to sign on to common global goals, Goals, after all, can be defined as just that, targets subject to change if the cost becomes exorbitant.

Unless the Bush administration quickly adopts a more reasonable course, it will cast the United States as an environmental pariah more concerned with its own comfort than with the well-being of Earth.

-THE NEW YORK TIMES.

# **Hunger** in the Horn

fortunate developing countries, the Horn of Africa is too hungry and torn by strife to do much thinking about early democratization or establishment of a market-oriented economy. In the face of massive poverty and tthnic strife, issues of governance have tended to be overshadowed by the immediale struggle for daily buman survival. Tens of thousands of civilians have been killed or wounded in continuing civil strife in Somajia. In one refugee camp on the Kenyan border, five to 10 Somalis die daily from pneumonia, toberculosis, malaria or diarrhea. In all, 23 million people in Ethiopia, Eritrea, Sudan, Somalia, Diibouti and Ke-'nya are in harm's way because of war-

aggravated starvation and disease. Despite the magnitude of their needs. these countries have had trouble winning the full attention of the United States and 'the world's other major relief donors, which remain more preoccupied with the former republics of the Soviet Union and with

Eastern Europe. It hardly seems fair. America's interests abroad are indisputably advanced by stability in the new Commonwealth of Independent States and a vide relief to the Horn come along. strengthening of the emerging democracies

region would pose a direct threat to the security interests of America and its allies. So the sizable increases in technical and humanitarian assistance to America's former adversaries, as proposed in the president's budget, make sense. The same applies to the administration's request for increased aid for United Nations peacekeeping forces. But those costly initiatives are no justification for a muted American response to human suffering and deprivation in the Horn of Africa.

Foreign aid has never enjoyed much of a constituency in the United States, and even less so in an election year when politicians in both parties tend to go to ground rather than get caught voting on the "wrong" side of international aid. The distress of a recession in the midst of the political high season makes the hesitation even greater. But even in the worst economic times, Americans have not wanted to turn their backs on victims of war, famine and terror just because these victims lived in places that were not in the day's political or strategic spotlight. The White House and Congress must be attentive to human needs as the opportunities to pro-

- THE WASHINGTON POST.

#### Other Comment

#### A Healthy Turnaround

That NASA report on the surprisingly rapid deterioration of the ozone layer over the Northern Hemisphere was followed by a similarly rapid turnaround in Bush administration attitudes. Atmospheric scientists have complained since the early 1970s that chlorine- and bromine-based chemicals were stripping the Earth of its protection from harmful ultraviolet radiation, but even since the discovery of the Antarctic "ozone hole" in 1985, the White House has held back on banning the chemicals.

Now, at last, that has changed. A proposal to end production of chlorofluorocarbons and halons, amended to the Energy Bill, sailed through the Senate last week, 96-0.

The proposal, which had been bottled up by Republican senators acting for the White House, is now likely to become law. Support was already strong in the House.

It is healthy to see President George Bush finally accept this reality. Projected costs deterred him before, but the urgency of the situation no longer can be denied. Scientists say the protective upper-air layer will remain damaged until the middle of the next century, even with an immediate ban on ozonedamaging compounds, because these chemi-cals persist in the atmosphere long after they are released. It is too late to stop the damage from worsening, but the sooner we start to scrub these harmful chemicals out of the sir. the better it will be for all.

- The Baltimore Sun.

INTERNATIONAL HERALD TRIBUNE KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER
Co-Chairmen

LEE W. HUEBNER, Publisher

NOHN VINOCUR, Executive Editor • WALTER WELLS, News Editor • SAMUEL ABT, KATHERINE KNORR and CHARLES MITCHELMORE, Deputy Editors • CARL GEWIRTZ, Associate Editor • ROBERT I. DONAHUE, Editor of the Editorial Pages • REGINALD DALE, Economic and Financial Editor RENÉ BONDY, Deputy Publisher © RICHARD H. MORGAN, Associate Publisher
JUANITA I. CASPARI, Adventising Sales Director © ROBERT FARRÉ, Circulation Director, Europe

International Herald Tribune, 181 Avenue Charles-de-Geulle, 92521 Neuilly-sur-Seine, France, Tel.: (1) 46.37.93.00 Teles: Advertising, 613595; Circulation, 612832; Editorial, 612718; Production, 630698.

\*\*Directeur de la Publication: Richard D. Simmons Chairman from 1958 to 1982: John Hay Wh

Editor for Asia: Michael Richardson, 5 Canterbury Rd, Singapore 0511. Tel. 47-7768. Th: RS56928
Mng. Dir. Asia: Michael Richardson, 5 Canterbury Rd, Singapore 0511. Tel. 77-7768. Th: RS56928
Mng. Dir. Asia, Rolf D. Krampuhl, 50 Gloucester Rd, Hong Kong, Tel. 8610516. Telex: 61170
Mng. Dir. U.K., Garry Thorne, 63 Long Acre, London W.C.. Tel. 836-4802. Telex: 262009
Gen. Mgr. Germany: W. Lauterbach, Friedrichstr. 15, 6000 Frankfurt M. Tel. (069) 726755. Th: 416721
Pres. U.S.: Michael Convoy, 850 Third Ase., New York, N.Y. 10022. Tel. (212) 752-3880. Telex 427175
S.A. au capital de 1,200.000 F. RCS Nanterre B 732021126. Commission Partiare No. 61337 © 1992, International Herald Tribune. All rights reserved. ISSN: 0294-8052.



# Lessons for Ex-Soviets From Ex-Satellites

By Stephen B. Heintz and Krzysztof J. Ners

PRAGUE — Experience with aid to post-Communist Poland, Czechoslovakia and Hungary provides guidance for the large effort that will be required to aid the new Common-wealth of Independent States.

The painful process of transition in Eastern and Central Europe has taught us that economic development and pluralist democracy do not come quickly after the fall of a governing Communist Party. Even the "shock therapy" applied to the Polish economy has involved a far longer

to the Polish economy has involved a far longer process of reform than revolutionary leaders and citizens had hoped. The challenges in the former Soviet Union are even more daunting.

Despite some impressive technologies and military production capabilities, the ex-Soviet economies remain backward, lacking adequate civilian technology and managerial capacity. Socialist industrialization left a legacy of inefficiency and human cratication. The farm sector is lessendand bureaucratization. The farm sector is legend-ary for decliming production and wasteful distri-bution. Energy, the major export sector, is in deep crisis due to the obsolescence of equipment

and the poor technical infrastructure.

Unlike Eastern and Central Europe, the ex-Soviets have virtually no experience with the basic elements of capitalism: private ownership, individual entrepreneurship and market forces. Despite sound programs and bold efforts, market reforms and privatization in Eastern and

Central Europe have produced only modest re-sults. Poland and Hungary, which started the reform process earlier than Czechoslovakia, have fully privatized fewer than 50 large enterprises between them during the past two years.

Price liberalization has introduced market forces and economic stabilization has brought

inflation under control in Poland, Hungary and Czechoslovakia, but unemployment is up and consumer purchasing power has dropped by as much as one-third. While the West cannot help but admire the sincerity and boldness of President Boris Yeltsin's reform program, the mass of Russian citizens will surely suffer increased economic pain for the indefinite future.

The economic, social and territorial disinte-gration of the former Soviet Union could result in widespread unrest and the outbreak of violence or even civil war. The Russian price liberalization program may have been hastily conceived and applied, but the West must now support it or risk the failure of the first attempt at market reforms in 70 years of Russian history. From experience with aid to Eastern and Cen-

tral Europe, we can draw five basic lessons:

• The need for humanitarian assistance (food, fuel, medical supplies) must be realistically as-sessed and expeditiously met. There should be few strings. Early efforts to improve transport and delivery should accompany direct aid.
In late 1989, excessive estimates were made of

food relief requirements in Poland. Once the stabilization program was under way and prices had been freed, food shortages disappeared al-most overnight. Still, food on the shelves should not be mistaken for full stomachs; consumers must be able to bear market prices. Special

charitable assistance will be necessary.

Tough measures should be applied at the outset to assure adequate coordination among donor countries and multinational organizations. and within the recipient states. This can reduce duplication and excessive bureaucracy. The development of in-country coordination mechanisms should be an early target of Western aid.

• Wide-scale technical assistance is better

than financial assistance that cannot be adequately absorbed until much later. Of \$45 billion of Western aid committed to six Central and East European countries since 1989, only slightly more than 20 percent has been used. In the early months, absorption is almost nil. Technical aid management skills, organizational expertise and fresh ideas — can enhance the capacity of recipient countries to make best use of grants and loans. The West should start by organizing teams of experts on an unprecedented scale for assign-

ment throughout the former Soviet Union. · Assistance should be sustained over the long term - perhaps throughout the decade. The gestation period for projects is long and the incountry administrative structures are not well prepared for the transition. The transition itself s complex, involving questions of culture and

habit as much as macro- and microeconomic policy. Development of a pervasive entrepre-neurial culture will take years.

 Aid should focus on helping recipient countries to become increasingly capable of recovery though their own efforts. Price liberalization is usustainable without trade liberalization, flexible debt arrangements and convertible curren-cies. Here the role of multinational financial institutions like the IMF is critical.

Normally such help is made conditionally, tied to progress on key economic policies. The un-precedented risks associated with the collapse of the former Soviet Union challenge standard procedures. New terms of conditionality need to be defined; Western support should be based on assessments of political will and the sustainabality of the reform process, not just on more narrow economic criteria. Conditionality should be used to prevent unilateral restrictions on intraregional trade and to protect human rights.

We do not know all we might about the best approaches to aid, but we have learned lessons that should help make the end of the Cold War the beginning of a new age.

Mr. Heintz is director of the Institute for East-West Security Studies' European Studies Center, near Prague. Mr. Ners is deputy director of the center and director-general of the institute's Task Force on Western Assistance to Poland, Hungary and Czechoslovakia. They contributed this com-

## The Right Stuff in Berlin and the Desert

TONDON - The internation- By Graham Sharman al effort to aid the members of the Commonwealth of Independent States is a paltry gesture, particularly when com-pared to the Bedin airlift or the supply and logistics behind Op-

eration Desert Storm. In 1948, in the teeth of a Red Army blockade, America and Britain sustained the 2.5 million inhabitants of West Berlin with an enormous airlift. On the first day alone, 32 aircraft with 80 tons of supplies arrived. Within a month, 340 flights and 2,000 tons of food, clothing and medical

supplies were arriving daily.
By the sixth week of the buildup in the Gulf, military and civilian aircraft had flown cargo equivalent to the entire Berlin airlift. In all, more than 15,400 flights were made, bringing in nearly a half-million people and more than 524,000 tons of cargo. An additional 6.5 million tons and bringing in materials. The

of cargo was brought in by sea. The contrast to the current effort is stark. The United States has flown or scheduled some 160 missions. Germany has flown more than 600 missions since October and promised an additional 300. And this is to supply not a city of 2.5 million or an army of

500,000, but whole nations. Problems of scale aside, if we are serious about meaningful aid to the ex-Soviet states, we need precise focus and intense

discipline, not just diplomatic generalities, and this must come from a single leader. In Berlin, General William Tunner filled this role admirably; General Gus Pagonis did the same in the Gulf, Each had responsibility for setting up a local logistical infrastructure

cient distribution - say, debydrated versus fresh produce. Each general controlled the

entire process. Such "end to end" control was essential because in both operations, supplies came from several nations. In Berlin and the Gulf, politicians set clear goals, then military professionals were left to carry them out. The CIS effort needs

The writer is a senior partner McKinsey & Co., an internation

staff worked with its "customers" (Berlin city officials, coalition officers) to determine what supplies were needed where, and to resolve key trade-offs for effi-

such clear objectives. The talk of development aid, agricultural training and improved transpor-tation has been nebulous.

in the Amsterdam office of al management consulting firm. He contributed this view to the International Herald Tribune.

# Whatever They Say, Bush Has Serious Problems

GOFFSTOWN, New Hampshire
Whatever "spin" the White
House puts on the New Hampshire primary returns, there are two unmistakable signs that George Bush faces serious political problems this year. One is the Schwarzenegger phenomenon and the other is the Shop 'n' Save factor. Put them together and they

spell trouble for the incumbent.

Hoping to inject some energy into a notably lethargic campaign against conservative challenger Patrick Buchanan, the Bush operatives went to Hollywood for Arnold Schwarzeneggot more than they gained for. Accompanying President Bush on his final campaign swing here on Saturday, the "Terminator" star stirred much more excitement than the liberator of Kuwait.

ft took me back 30 years to the days when Richard Nixon would invite a Hollywood actor named Ronald Reagan to lend some punch to his rallies in California. Mr. Schwarzenegger, f am told by associates of his in the film and political world, is on the same path that Mr. Reagan pioneered, aiming to become governor of California. He may be a great candidate someday, but as a shill for Mr. Bush he has the same fatal effect that

LOS ANGELES — Above all, the United States of America is a

middle-class nation. It is the tri-

First, countering the divine right

of kings and the worldly wisdom of

the 19th century. Americans proved that the middle class could govern

itself. Then, in the 20th century,

they showed that the greatest na-

tional prosperity was not based on

the vision of the rich and the blood

and sweat of the poor, but on the

energy of millions of people being

paid fairly enough to do such things

as buy homes and automobiles and

send their children to college.

That is what we Americans should remember as the 21st cen-

tury begins. Capital gains and the

fabled generosity of the investing classes are a side issue. What is

important is not what the rich have

to invest, it is what the rich choose

to invest in. The cleverness of Ja-pan is a side issue. What is impor-

tant is not buying American, it is

Manufacturing what we need and want as well as it can be done

is the base of middle-class prosperity. Without that, the America we

know will disappear, replaced by an entertainment of nostalgia on

what used to be.
Japan-bashing, I think, is a joke.
Talking about it is a waste of valuable time. Nobody thinks that the Japanese or somebody in a sweat-

shop outside Hong Kong did this to

us. We did it to ourselves. There is enough onshore blame to keep us

busy for years, it bashing we must go. The hit list could begin with: • Harvard Business School and

lesser institutions taught two waves

of American executives (and imita-

tors) that business decisions could be

quantified — that is, management decisions were actually financial de-

cisions. Profit centers and all that,

making American.

umph of the middle class.

By David S. Broder Mr. Reagan had when he was warm-

ing up the crowds in Mr. Nixon's losing 1960 and 1962 races, In both cases, the supposed star of the show was so overshadowed in personality and presence by the "second banana" that he was diminished, not aided, by having him along. Mr. Bush normally looks and sounds like a vigorous leader, but next to Mr. Schwarzenegger, he, like most mere mortals, seemed a shrimp. And his message at

the moment is notably limp. For the thousands of New Harms shire voters angry and frustrated at the economic plight of their state, the answers that Mr. Bush gave at his "town meeting" in the high school

here were not very satisfactory. The opening question —a plea for relief from the tight regulations and strict bank lending policies that have forced so many home and business foreclosures - brought forth a murky long answer that zigzagged all over the lot:

"One thing we're trying to do is to relieve this credit crunch by doing a better job on regulation. We've called in all the regulators. We can't go back to forgiving bad practices; we're not

Real Life Is About Making Things

By Richard Reeves

reducing grand enterprises to the smallest of slices and then getting rid

The best example of the new

business thinking that emerged

and other onshore centers of learn-

ing was the automobile industry,

which went from car manufactur-

ing to money management. The

new idea, as it was translated in

Detroit, was this: Every American

family gives us \$150 or \$200 a

month to invest or gamble with, and we give them a little better new

car every three years. It was work-

ing fairly well for General Motors, Ford and Chrysler until Germany

and Japan began making automo-biles that were a lot better.

The Wall Street looters, a more

imaginative bunch, came along then and saw hundreds and hundreds of

American corporations as little more

than cash and credit reservoirs. With

the connivance of banks, investment houses and public employee pension funds, they borrowed enough money

to take over companies, then drained the cash on hand and whatever

could be collected by selling off parts to pay back the lenders and

keen what was left for themselves.

After that thievery, the middle class, much of it with time on its hands as hollowed out companies moved jobs offshore, were allowed

to look at what their money built by

pecking through the gates along certain streets in West Los Angeles and in Easthampton, New York.

The see-no-evil, speak-no-evil, understand-no-evil monkeys of poli-

tics and the press. I could go on

about this, but here is all one needs to know: Economics and politics

parted company sometime in the

early 1970s; the people we voted for

and the people who wrote about

from Cambridge, Massachus

of the least profitable bits.

going to do that ... The best answer .. is trying to get these regulators to go forward and ... take a hard look at the existing regulations, as we've done ... And so I'm optimistic these banks will begin to start making loans ... I think it's going to move in the right direction. On Fannie May, it's tough because those are independent and we can't snap our fingers and control them ... But credit crunch, it's hurt as ... One thing that's cost us and has burt the deficit is the money that the government has had to put in to cover the depositors. One good thing is not one

I'm determined to keep it that way. But f think this change in regulations is going to help."

Mr. Bosh's answer reminded me of the Herblock cartoon in which an Eisenhower administration official said of a recession: "It never existed. We

single depositor has lost money. And

killed it. And it went away."

My suspicion that Mr. Bush's reassurances were not cutting it with voters here was confirmed on Sunday afternoon in the parking lot of the Bedford Shop 'n' Save. The first voter I met was Peter Smith of Bedford, a

them, including me, did not have the vaguest idea of what was really go-

ing on — not a clue — which was the strangling of the middle class. On both sides of the microphones

and tape recorders, we thought the

critical issue was stopping the Com-

munists by praying in school or something like that.

lifetime sinecures (there is no next

step up for labor leaders, so they

stay in office until they drop), they

saw their responsibilities (and self-interest) through the wrong end of the telescope. What they did was take care of the members who elect-

ed them, basically keeping out the energy and irreverence of younger workers — and destroying the cred-ibility of organized labor.

The men and women on televi-

sion and opinion pages, or in other forums, who use words and phrases

"It doesn't matter who owns the

"It doesn't matter who owns the company or where a thing is built." Some of those professors, lawyers, crisis-managers, ex-politicians and talking heads are spokespeople of great worth and integrity, but the first thing they should be asked is: "How do you make a living, my friend? Who is paying you, your firm, your company, your institute?" This list could go on, but the point is made, I hope. This is our problem and our fault. We have to go back to basics to produce what we need.

sics to produce what we need.

And what we need on this level

beginning now, are new theories of

management, independent politi-

cians and commentators who are

economically literate, a new genera-

tion and form of organized labor -

and, most of all, because without them there will be nothing, decent

wages and benefits for honest Amer-

ican work. If we don't make Ameri-

can, there will nobody and no mon-

Universal Press Syndicate.

ey to buy American.

like "free trade," "Japan-bash

Little men in big unions. In

The second was Carl Peterson, a retired army major who moved to Manchester, New Hampshire, from Massachusetts "to get away from Mi-chael Dukakis." Mr. Bush, he said, "has not lived up to expectations." Indeed, Mr. Peterson was so vexed at reports that Mr. Bush was delaying the request for the part of his tax cut likely to help middle-income families that he called Senator Warren Rudman's office on Saturday to complain that "that's not what [Bush] told us in

The third was Rita Szomodi of Manchester, a worker at the Vekero-USA factory, who said she was "off Bush, because something should have been done about this terrible economy long before this. He pays too much attention to foreign affairs and not enough to our own people's needs." All three of these people voted for

Rita Szomodi, a registered Demo-

chanan "interesting" but doubts that be has "Bush's grasp of world poli-tics." He planned to vote in the Republican primary but was uncertain whether it would be for Mr. Bush or Mr. Buchanan. And "as a fellow Dartmouth grad, I've got to say Tsongas makes the most sense." Remember these three voters, and

the Schwarzenegger effect, and you will understand that whatever the primary results seem to say, George Bush has a real problem on his hands. The Washington Post.

traveling salesman. "Bush needs to pay a little more attention to the economy," he said, "He's pumping some help into New Hampshire now, but it's short-term, Band-Aid stuff," not long-term plans. I'm on the road a lot and we need to rebuild the infrastructure of this country."

the State of the Union."

Mr. Bush last time.

crat, said she planned to vote for former Senator Paul Tsongas, who strikes her as "quiet, conservative, intelligent." "I like Bush," she said, "and I love his wife — but I'm a Democrat this time."

Carl Peterson said be would vote for Mr. Bush "reluctantly," and only because "Pat Buchanan signed his name to things that show he's a racist and a bigot, and now he's trying to disown his own signature."

Peter Smith said he finds Mr. Bu-

# In the Gulf: \* What Might **Have Been**

By Frederick Bonnart BRUSSELS—Wars, once started, usually have unforeseen consequences—but they must be seen

through to the end. President George Bush wants to be rid of Saddam Hussein. But before taking any sort of action, he should be absolutely clear about his ultimate aim. Past failure to do so brought us

to the present dilemma.

Selection and maintenance of one's aims is the first basic principle of war-fare. The Gulf War forced Iraq to relinquish Knwait. But UN Security Council Resolution 678, which authorized the allied action, called on member states "to restore international peace and security in the area." This.

larger aim was not achieved.

It was not the fault of the military command. The operation was carried out brilliantly to the point at which the political leadership ordered a halt. The occupation of Baghdad was eschewed for fear of high allied casueschewed for fear of high alliest cash-alties. There were also political con-siderations — problems of continued. Arab support and of the effects on a sensitive Middle East balance.

A battle is won not by capturing city, but by breaking the enemy's will to fight — and that had been accomplished in the Gulf War. this or that hill, or seizing this or that

The bulk of the Iraqi forces had been bottled up between the southern frontier and an east-west line just north of Basra. Only two main roads ad out of this area toward Baghdad. The allied forces had demonstrated their overwhelming power, and Iraqi forces were ready to surrender.

Continuing the action then might well have brought additional allied losses — but they would not have been heavy. Although the occupation of an enemy capital, with its administrative offices, command-and-control organization and communications centers, is usually considered necessary, there was no need to go to Baghdad. What was needed was to deprive Saddam of his power.

Elyru .

Z.V.

RETURN | STATE OF THE PROPERTY OF THE PROPERTY

District to the set of the set of

Walle And Bar

It is normal in war for a defeated foe to have to surrender his sword and it was the failure at that point to disarm the Iraqi forces that caused the subsequent damage.

The Iraqis could have been ordered

to concentrate along the two roads, park all armor, artillery, helicopters. and other heavy weapons, collect ammunition in dumps and begin their destruction. Iraqi engineers could, have been detailed to remove the large quantities of land mines they had scattered, and other troops to repair some of the damage inflicted in Kuwait, including that caused by the wanton destruction of oil wells.

Killing the commander of an opposing force is not usually a war aim, although little doubt exists about the probable fate of an opponent defeat-

ed by Saddam Hussein. It is not surprising, therefore, that. Saddam interpreted his continued immunity as allied weakness. As he: had been accused, time and again, of being a war criminal, his giving himself up to the allied command to stand trial should have been made a condition of national surrender. The onus of his capture would then have rested on the Iraqi command.

Whether the field commanders captured him or not, they would have. realized their power and could have: set up an interim administration under allied supervision. This adminis-. tration would have been required and able to carry out the remaining condi-

tions of surrender.

The Iraqi population would have been able to return to a more normal way of life, and an internal political arrangement would have accommodated the requirements for local antonomy for the Kurds in the North and the Shiites in the South.

So much for the dream. But the consequences of the failure of will are with us now. We now know that Iraq will remain a potential menace while Saddam Hussein is in power, and there is no guarantee that any obvious successor would be any better. Iraq remains armed, violations of the cease-fire agreements continue and war debts have not been paid. Meanwhile, the Iraci population con-tinues to suffer from the effects of

economic sanctions, and Kurds and Shittes from a brutal dictatorship. It would have been easy at the time to bring the war to its logical conclusion. To mount another operation now would be costly but, if it has to be done, the aim should be clear and it must be maintained to the end.

The writer is editor of NATO's Sixteen Nations, an independent military journal published in Brussels. He contributed this comment to the Interna-tional Herald Tribune.

#### IN OUR PAGES: 100, 75 AND 50 YEARS AGO

#### 1892: Strikes in Italy

ROME — A small but very noisy meeting of the unemployed was held to-day [Feb. 18] and violent speeches were delivered. The Labor Union has given orders for a general strike to take place to-morrow. The authorities are taking special precautions against disturbances. The police and gen-darmes have been doubled. A working man and four friends, who tried to disarm a sentry before the Parliament building, have been arrested.

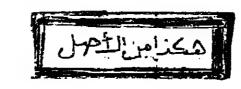
1917: Enemy Within?

WASHINGTON — The State De-partment has issued a communique giving the main lines of the project of the protocol presented by the Swiss Minister in Washington on behalf of the German government. This pro-ject amplifies the Prussio-American Treaty in such manner that Germans residing in the United States and Americans residing in Germany may, in the event of war, be placed upon

the same footing as neutrals in regard to possessions, rights and individual liberty and may remain respectively in these countries without being disturbed as long as they desire to, instead of a period of nine months, provided for by the original treaty.

#### 1942: Fleeing Rangoon

RANGOON — [From our New York edition:] The British suddenly stepped up the civil evacuation of Rangoon today [Feb. 18] in the face kangoon today [Feb. 18] in the face of an ominous military situation some 75 miles above the city, while the Royal Air Force carried out a mass attack on Chieng-mai, a Thailand rail terminus in the north, which the enemy is believed to be using as a base for a narachute investor of termination. base for a parachute invasion of tenti-tory vital to the supplying of China. A communique said Japanese parties crossed the Bilin River in small boats and fought hand-to-hand with Imperial forces. Gurkha forces counterattacked sharply. The fighting spread along a wide front.



**OPINION** 

# In the Gul

By Frederick Bonna

Brisses Warmen The state of the s

PARE CONTRACT 

Men property in the second THE PERSON NAMED IN THE REAL PROPERTY. -THE WAS THE SECOND the same torner to the same formation and the sources 7940 - 12 25 812 D (ATT 100) 人口·斯里斯 Salina and a salar s Contract and the second ----SEED CHANGE WERE DO THE TO Engrape: What was made After the Section ( Labor 1)

··· 一工工工 22 年12 年12 元

THE RESERVE THE PROPERTY OF

11 . 45 . 5 F W. 22.

were to the manage

and the second that the second 12、154.000000000 L TL TL TL TL TL

Control of the Control

The Fall Lines

11.0

The second of May 1 2 2 2 135

The state of the s type in a series of

Contract to the second

The second secon

74.4

THE BANK, The second secon

de volument times

MARK STOP IN FREE the sales have entered the The second second second Antonio - Inc. equals April 1927 (Fig. 2) (Fig. 2) TALL NOWS-1 AND THE PERSON NAMED IN Brown L. in Procession in vertical angle 1 74 14 ing water in the confirmation 1.25 PRAY COMPANY - 100 m - 1 Carlotte - The The Carlotte mi st had been been the the THE \* Merchania in the Commercial Comme gen of a to be the man's ac nasa ing ang ang ang taong -AND STREET OF STREET -A THE STATE OF THE PERSON The same of the sa Vi mil i min i marini The second secon

Kake. M hour 1 But Berne 

### #W A 34

**東海** 3 400

ngi kari

A STATE

What Might Have Been · Vote for the One Who Sees

By A. M. Rosenthal N EW YORK — Can you believe it? they actually ever had to face "foreign" affairs in the White House. can, had the gall to stand up in New Hampshire and ask the candidate a question about foreign affairs.

The fellow wanted assurances that America would continue to have a role in the world. Well, of course, the candi-

Beyond the U.S. of Only

But from the day after election, Presi-

How to prevent the collapse of com-

munism from becoming the collapse of hope that might create new dictator-

ships — and good-bye peace dividends. Should America fight Saddam Hussein,

leave bad enough alone, or craftily arm

new dictators to oppose him, so it can

any real plans? And any program for getting the Chinese Communists out of the missiles-to-Mideast trade or for stopping their convict labor from under-

Germany, Japan and the logical com-

ing economic alliance between them — any interest, Mr. Candidate? And how long can Americans think of Latin

America only as the source of drugs, and

In the last Democratic debate only

one "foreign" question was asked — a loaded one about whether Boris Yeltsin

or American workers should get \$10

billion if they asked at the same time.

(Only Jerry Brown got it right: A country that can afford hundreds of billions

American worker.) In their summations,

But the truth is that, excluding Mr.

Buchanan, six candidates come out of

the tradition of their parties, and country, that America is for better or worse

now and forever a part of the world, and

Yet all six have talked, frightened or fooled themselves into believing that in

this one election American voters have

The candidates run from the world,

The one who understands he can run but

he can't hide, and turns to say so -

The New York Times.

84516.00 2394.90 1175.68 12419.65

10.36 10118.49 1004.77 2077.81 31 951.91 721595.90 1775.54 983.07

10.22 19.73 11.87 11.87 11.87 11.87 11.87 11.82 11.82 11.82 11.82 11.82 11.82 11.83 11.84

27.05 9.34 74548.42 9.13 11.07

er and can again turn murderous.

cians keep promising.

W USS.
W FRE

that's the one worth electing.

must deal with that reality every day.

all five ignored world affairs.

Nuclear proliferation - anybody got

dent Whoever will have to deal with

such "foreign" matters as:

fight them some day?

cutting American workers?

refugees of the wrong color?

#### ON MY MIND

date was ready for a character like that and with pleasure let him have it.

"My friend," he said, "this campaign is not about the outside world. It is about the U.S.A."

The candidate happened to be Patrick Buchanan, but it could have been said by his Republican challenger or any of the five Democratic candidates, and it reflected the tone of the New Hampshire

campaign. World? What world? For Mr. Buchanan, that is logical. He is selling America First. He is tough enough and shrewd enough to keep that same phrase used in the 1930s and '40s by American isolationists who tried to block the struggle against Hitler - very special people, like the Reverend Charles Coughlin, the nasty radio propagandist, or Charles Lindberg and the more open hate-peddlers like Gerald L. K. Smith.

America First means America Only, Fine, for Mr. Buchanan.

But what is the excuse for the others for buying the pollsters' line - the insulting line that Americans, who from the second decade of this century entered into the world with more responsibility, courage, generosity and under-standing of national and personal selfinterest than any people on earth, have suddenly become stupid and cowardly louts incapable of comprehending that their jobs, health and safety are tied to what happens in the rest of the world?

George Bush does touch on the world once in a while. Trouble is, he routinely claims victory in the Gulf and credit for the defeat of communism, neither of which is exactly so. He seems embarrassed about his interest in the world. His handlers think that the whole thing is too Yaley for the sweaty voters to grasp.

He shouldn't worry. None of the Democrats or Mr. Buchanan seems interested in or capable of taking him on about the subject. They might have to give some real clues about what they would do if

ARACUS FUNDS

# Abocus Fund Ltd. \$ 5.87

# Abocus Gourt Fd. Mor 94...\$ 8.57

# Abocus Gourt Fd. July 95...\$ 9.37

ABC INVESTMENT & SERVICES CO (E.C.)

# ABC Fubres Fand LM....\$ 11.59

# ABN AMRO RANKE, P.O. Box 464, American w ABN AMRO American Fd. - 11.17

# ABN AMRO American Fd. ...\$ 3.767

W Addition 1 25.00

W Advance 1 15.7 19.90

W Alternatu 1 15.7 19.90

W Alternatu 1 15.7 19.90

W Asken Thomas Spread 1 15.7 19.90

W Countries Spread 1 19.90

W Trons Europe Found 5 1 19.90

W Trons Europe Found 5 1 19.90

Addi Funda Management 1 18.

732.86

b Government security of the population of the p



#### LETTERS TO THE EDITOR

Feminism vs. 'Womanism'

Regarding "With the New Womanism, Equality Comes Naturally" (Opinion, Jan. 28) by William Safire: to patch up the bank scandals can afford a little help to both Mr. Yeltsin and the

become too stupid to understand that "foreign" affairs bave cost Americans more lives than all recessions put togeth-Suddenly we Americans also are too stupid to understand the economic bottom line of foreign affairs — that imports and exports in decent balance are suddenly give up a name that is familiar, that is dear, that is a part of them. Mr. Safire evidently cannot underthe only hope for the jobs that the politi-

FUTURES PLC (44 71 225 3011)

13.15 12.42 27.34 19.92 67.93 117.93 117.94 10.36 117.36 117.36 117.36 11.36 1

1.63

stand this - as a man, he has never contemplated the possibility of being asked to abandoo his name.

CAROLE J. PETERSEN. Hong Kong

I am a 27-year-old feminist (not, in William Safire's phrase, a "new, natural womanist") who is dismayed by some of the one-sided commentaries on feminism I have seen lately. I too have disagreed more than once with Gloria Steinem, Patricia Ireland and Jane Fonda, but I have never regarded any of them as a spokeswoman for the comphcated and diverse movement feminism has become. To pronounce feminism dead, as Sally Quinn does ("The Death of Feminism as We Have Known It," Meanwhile, Jan. 22), because of Jane Fonda's change of beart, is to show ignorance of and contempt for all that feminism has accomplished since it first became a force in American politics. In this era of

mains well below that of men, we all need feminism more than ever. AMELIA Z. SANDY.

Regarding "If the Women-Behind-

while, Feb. 11) by Anna Quindlen:

or less subtly, to "vote for the couple."
Yet it is the husband who gets the Oval Office and the wife who gets the gag order. I, for one, still remember Barbara Bush's early views on abortion and gun control ... before she was told to play granny to the nation.

Meanwhile, I may vote for the Clintons - and I won't even mind if Hillary dumps the bimbo after she gets elected. SUSAN RICHARDS. Combloux, France.

#### Shadows of Prague's Past Regarding the New York Times editorial

We Are Not Like Them' " (Jan. 8): This editorial casts Czechoslovakia's "lustration" law — which would ban for-mer Communist officials from employment in government or managerial posts

for five years - in a negative light. But East Europeans know that a former Communist or KGB member can easily be blackmailed because of past collaboration with the security services. For such a person to be elected or appointed to an important state post is a threat to democ-Them Are Better, Vote Them In" (Mean-racy such as Americans have never faced.

VESSELIN PETKOV.

Feb. 18, 1992

# Kind Words and Evil Eyes: Adventures of a 'Lehona'

By Jeanne Bourne

objects of the most attentive care and utmost respect. Mothers with babies and young children also rate special attention. But the 40-day period after the birth remains shrouded in superstition. The

#### MEANWHILE

Greeks even have a word for a woman who has just given birth - lehona.

On buses and trolleys, passengers leap up to give pregnant women their seats. Food and treats are constantly being pressed on them, and strangers stop them in the street to offer good wishes, though usually in the form of "Let it be a boy."

Tradition dictates that a pregnant woman should eat everything she desires, lest the baby become "evil-eyed." During my recent pregnancy, I was kept supplied with fried octopus and other "delicacies" by a neighbor, just in case I had been tempted by the smell of his cooking (which was not, alas, particularly inspir-ing). He offered each dish with, "I didn't want it to be my fault ...

Mothers with babies make more stops than elevators, as passers-by offer blessings and unsolicited advice — and inquire into how the infant is being fed and cared for. Young children are welcome anywhere. They are fawned over and continually offered candy.

But the period just after birth is not so pleasant. Vestiges of old myths and superstitions remain, particularly in villages but even in Athens.

For 40 days the lebona and newborn seldom venture outside. My mother-inlaw missed her father's funeral because she was a lehona at the time.

If the new mother must leave the house, her mother-in-law almost certainly will prepare the following concoction to avert the "evil eye": a clove of garlic, a dash of salt, a bit of bread and a pinch of incense - all wrapped up in a paper napkin and stuffed in the new mother's pocket. The baby is supposed to wear a blue-eyed medallion at all times for the

same reason. And there is more. Under no circumstances should the lehona go out at night, with or without the paper napkin mixture. Similarly, her clothes, and the baby's, should not be hung out to dry at night. Menstruating women are not supposed to visit during the 40-day period. Nonmenstruating visitors should not go directly from the

A THENS — Pregnant women create front door to the baby's room. Any quite 8 stir in Greece. They are the compliment directed toward the baby compliment directed toward the baby should be followed by a "ptoo-ptoo" spitting gesture to ward off the "eye."

A baby surely has been "eyed" if it won't sleep, continually cries or loses its appetite. A new mother knows someone has eyed her if she suddenly breaks out in tears, argues with her husband or gets headaches. Fortunately many people have been "trained" to counteract the eye. The most common method is a ges-ture that looks like a yawn. For believers, however, it works wonders. It is vital not

to thank the person for de-cying you. Shortly before the 40th day, the lehona takes the infant to the neighborhood church to be blessed by a priest. The mother is then free to go about her business in the outside world. I understand that special 20-day dispensations are given to working women or those with no nearby mother-in-law to do the shopping. While I had heard of some of these customs. I had no particular intention to abide by them ... until I went for a walk, leaving my week-old infant in the

care of her grandmother. As soon as I stepped outside, the butcher came running from across the street to congratulate me on my new baby with the traditional greeting, "Let it live. He quickly added, "You are out a little early, eh?" The watch repairman on the corner was too stunned to greet me. He just stared at my face, then at my flat(ter) abdomen with a puzzled expression. "Wasn't she? . . . No, couldn't be."

Later I was struck with a slight head-ache and a terrible case of the blues. My mother-in-law clucked her tongue and gave a knowing nod. It must have been the butcher's barren wife, whom she had seen peering at me with envious eyes. It just goes to show: The paper napkin concoction doesn't work.

Jeanne Bourne is a new mother and a free-lance writer based in Athens. She contributed this comment to the International Herald Tribune.

Letters intended for publication should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Let-ters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.

Mr. Safire finds it heartening that Hillary Rodham, a lawyer who originally chose to keep her name after marriage (presumably out of principle), gave in and took her husband's name when it became apparent that Arkansas voters would not accept a man whose wife did not use his name. As Mr. Safire gleefully put it, Ms. Rodham, now Mrs. Clinton, "learned plenty from that early slap-ping-down by the Arkansas electorate."

Implying that only someone who was "ardently feminist" (whatever that means) would keep her own name, Mr. Safire fails to recognize that thousands of women make that decision every year - some because they are feminists, others simply because they see no reason to

single-parent families and educational

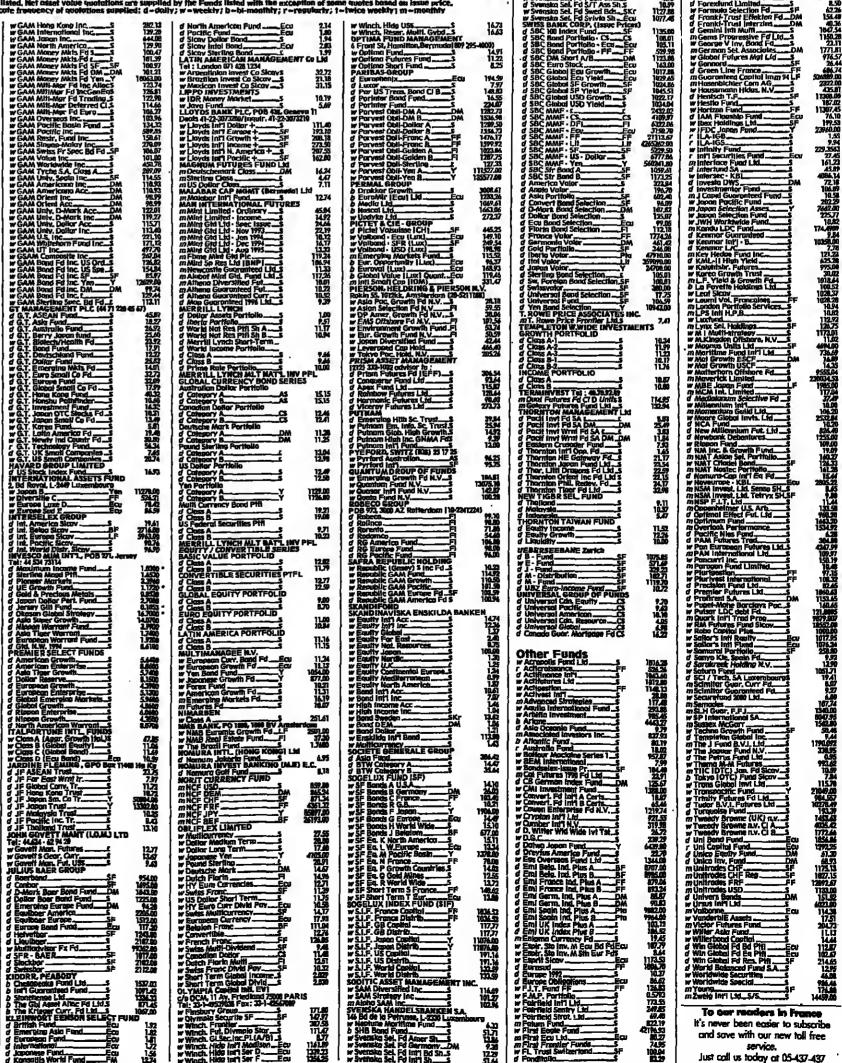
crisis, when rape and sexual abuse and

harassment continue to be serious prob-

lems and women's earning power re-

Presidential campaigns lure us, more

ADVERTISEMENT INTERNATIONAL FUNDS



For information on how to list your fund, fax Simon OSBORN on (33-1) 46 37 52 12.

It's never been easier to subscribe and save with our new tall free

# INTERNATIONAL FRANCHISING

# Recipe for Success: Filling New Niches With the Help of Tried-and-True Methods

Move over, McDonald's! Armed with marketing and managerial expertise honed in their fiercely competitive home market, U.S. franchisors of goods and services ranging from auto parts to weight-loss clinics are expanding their entrepreneurial horizons and taking their franchises on the road.

Facing near-saturation in dict, it will take up 50 per-a domestic franchise mara domestic franchise market that has grown from \$365 billion in 1981 to \$767 billion last year, all segments of the booming U.S. franchise industry are aggressively moving into East Asia, Western Eu-rope and Latin America. From 1971 to 1988

alone, U.S.-based franchisors that expanded abroad increased over tenfold, from 3,365 units to more than 35,000 units. Several of the new franchisors that are expanding most ag-gressively outside of the United States are scarcely better known at home than in foreign territories. In fact, most growth in U.S. franchises abroad is not in the big names like Kentucky Fried Chicken, Hertz, Holiday Inn or Radio Shack, but in small and mid-sized franchisors. What they do have in com-mon is business expertise. A recent survey found that 35 percent of franchisees polled had beld jobs as corporate managers. The lingering recession is hiring many more corporate

In the United States, the average initial investment is about \$140,000, of which \$20,000 goes toward the franchise fee, with 2 percent to 6 percent of gross sales paid to the franchisor as royalties. Franchising in the United States now accounts for over a third of all retail sales, but by the end of the century, forecasters pre-

Retail Stores Specializing

Honcy Glazed Hams

Honcy Glazed Turkey

Breast (Patented)

Omaha Steaks,

Gourmet Roasts

& Smoked Meats

May 27-28, 1992.

Pink Logan 1-800-833-4267 Tel.: 713/781-3773 Houston, Texas USA

Visit us in Booth 942 at the Expo.

Sandwiches,

In Europe, by contrast, franchising is still a relatively new concept. Even in Britain and France by far the most franchisedeveloped European countries — it accounts for only about 10 percent In Asia, U.S. franchi-sors are making rapid in-roads. Jack-in-the-Box, for example, opened its first fast-food restaurant in Hong Kong last year, with nine more planned. Medicine Shoppe International has received approval from the Taiwanese gov-

Some of the fastest-growing franchises: health, fitness, videos and home help

of all retail sales. But the International Franchise Association (IFA) has assumed that economic unification and more relaxed cross-national regulations will result in a boom for franchisors across the Continent, a process that began in 1988 with the EC's approval of a block exemption regulation for franchising that codified competition policy. The elimination of technical barriers, and especially the recognition by the EC of local standards (as long as they satisfy EC minimums) will also help American franchisors establish their products and services. Last year, fran-chises in all EC countries reached annual sales of \$6.3 billion.

Even Eastern Europe presents new opportuni-ties. IFA representatives have met with government agencies responsible for small businesses in Czechoslovakia, Poland, Hungary and the former republics of the Soviet Union.

The International Franchise Conference

**European Opportunities & Investments** 

**Hotel Eurobuilding** 

Madrid, Spain - May 27-28, 1992

Hosted By

**International Franchise Association** 

In Association With

Madrid Chamber of Commerce & Industry

The International Franchise Association is pleased to announce

This high level Conference will provide the forum for serious

The Conference will also address the principal developments and

The International Franchise Conference: European Opportunities

& Investments, to be held at the Eurobuilding Hotel in Madrid, Spain,

European investors to meet with leading franchise companies to inves-

opportunities concerning franchising in Europe and the implications of

Robert O. Jones, Jr.

Director of International Affairs

International Franchise Association

1350 New York Avenue, N.W., Suite 900

Phone: 202-628-8000 Fax: 202-628-0812

Washington, D.C. 20005-4709 • U.S.A.

tigate firsthand master and area franchise license opportunities.

the integration of the European Community market.

Gomez-Acebo & Pombo

Sponsors: Arthur Andersen

For further information please contact:

ernment to begin franchis-ing the Pacific Rim — its first expansion abroad. Taiwanese distributor Pro-Healthcare International Co. Ltd. will oversee local

franchises In the United States, the fastest-growing franchises have come a long way from the traditional franchise businesses: fast food; business services (photocopy machines, temporary personnel); drugstores; clothing stores; specialty food shops; and travel services (including car rentals and hotels). Instead, much of the growth has come from entrepreneurs who have found new niches to fill. Among the most successful are temporary domestic help, computer sales and services and videocassette rental and sales.

More recently, anything relating to health and fitness has struck a responsive chord with the public. That includes health-food chains such as Health Nuts, General Nutrition Corp., Anything Yogurt, I

International

Master Franchise

Viinufroago

perma glaze

Complete equipment package

innovative porcelain, tile,

fiberglass, and acrylic resurfacing franchisor is

\$100,000 minimum capital

Contact: Dale Young, President

1638 S. Research Loop Rd. • #160

Tucson, Arizona 85710

602-722-9718 • Fax:602-296-4393

Can't Believe It's Yogurt and the Great American Health Bar. Gyms have been among the fastest-expanding chains, including such brand names as World, Powerhouse, Gold's, Living Well Lady, Jack Lalanne, European Spa, Dan Lurie and Lu-cille Roberts. Weight-loss centers, such as Weight Watchers, Jennie Craig. Nutrisystem and Optifast, are continuing to lead franchise growth domesti-

Meanwhile, in an in-creasingly crowded do-mestic market, U.S. franchisors face problems ranging from local turf wars to copyright, patent and trade infringement cases. Logan Farms, for example, with eight franchises, spent over four years fighting the much larger Honey Baked Hams (150 stores) over a trademark suit. The case ended in an agreement that Logan Farms not use similar wording.

Perhaps one of the most overlooked franchise segments is car accessories and maintenance. Ziebart Tidy Car, which oversees 400 U.S. franchises out of its suburban Detroit headquarters, began as a rustproofing service in the 1950s but has expanded to detailing, fabric protection and car and truck accessories. Ziebart is already in 42 countries, with the purchase three years ago of Tidy Car, which had a solid European franchise

Ziebart itself has been branching out overseas since the 1960s, and now has franchises in Asia, the Middle East and South America. Bob Markey, the director of international market development, foresees the largest growth in Europe, especially given the relative lack of competition there from similar franchisors. (Customized cars and private pickup truck ownership are still new concepts on the Continent.)

Business services are also growing steadily abroad. Leadership Management International's Success Motivation franchisees act as trainers or consultants for client services such as time management, sales training and leadership. Similar to Dale Carnegie, the franchise has extended to 60 countries.

With European businesses eager to adopt Domino's also entered an agreement with Mobile Food Invest to open 21 outlets in and around Paris within five years, adding to the 10 Parisian outlets Domino's has already

American management

training methods, "Europe

is very ripe," says Randy Schlechta, who oversees

development out of the

Waco, Texas headquar-ters. "In Western Europe,

as international markets

open up, the competition

is becoming more fierce;

consequently, the produc-tivity of the human re-

sources of a company is

vital. With downsizing or

lightsizing, you need to get

more production out of

Sir Speedy business

printers joins other firms

such as Kwik-Kopy Corp.

(called Kall-Kwik in Brit-

ain). According to Don Lowe, Sir Speedy's presi-dent and chief executive

officer, the need for spe-

cialized business services is

driving a "second wave" of

international franchising,

following fast food and

travel services. Sir Speedy

already has operations

throughout North and

South America, Europe

and the Pacific Rim; Inter-

national Development

Vice President Ken Ross

expects most growth -

250 overseas centers in five

ears — to come from Lat-

Late last year, Sir

Speedy Europe was formed with Fasprint de España to establish over

200 centers in Europe over

a 10-year span. Fasprint

de España is converting 47

Spanish printing centers into franchisees. Managers

are being trained at Sir

Speedy's International

Training Center in South-ern California. In Brazil,

book publisher Arnaud

Torres also signed an

agreement late last year

committing to 50 fran-chises within five years;

another agreement in

Mexico will add 25 centers

over five years.

Major U.S. franchisors

are hardly sitting still, of

course. Domino's Pizza

has been working with

Continental Bank to pro-

vide franchisees with loans

in the British Isles, where

Domino's has been ex-

panding aggressively.

in America and Europe.

fewer people."

Dunkin' Donuts has been busy in the United States digesting the acqui-sition of its largest competitor, Mr. Donut, early last year. But the giant (over 2,000 outlets) break-

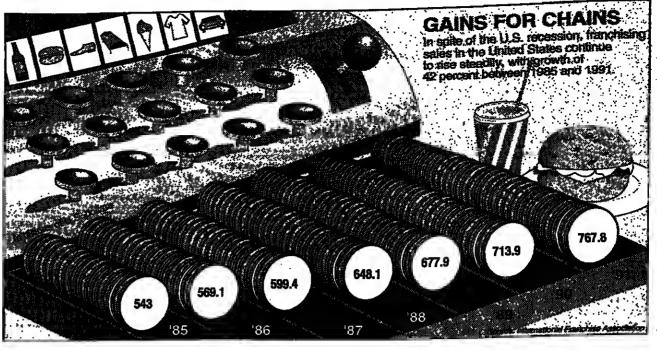
now targeting non-U.S. markets. Having already established a solid foothold in Southeast Asia. (219 outlets, of which 106 are in Japan), Claude Joussemet, the director of international marketing, is focusing on South America and Europe. "Europe has a lot of potential," he says. Although South America presents risks from inflation and politi-

fast-pastry purveyor is

cal turmoil, the product has been very well-accepted in Colombia and Brazil. In the end, Mr. Joussemet warns, no amount of research can prepare a franchisor for success or failure in a given market. You never know these things until you do them," he says. "On paper, you check the countries, then

you're mexpectedly sur-

Steve Weinstein



# World's Fair of Franchising

More than 500 franchises are preparing to meet more than 50,000 visitors at the International Franchise Expo (IFE) in Washington, D.C. April 10-12,

The first IFE in North America is being called the "world's fair of franchising" and promises to be the largest gathering of franchise opportunities in the world.

"We are bringing totential franchisees from many different countries," says Nick Helyer, president of the International Franchise Association, Expo Division. "The IFE provides the opportunity for prospective franchises to shop the franchise maring for individual franchise opportunities to buy or they desire master licenses or joint ventures."

The array of franchise opportunities is vast, with representatives from franchises offering packaging, legal services, employment services, computer technology, auto rentals, document restoration, carpet dycing, floral arranging, solar heating, party supplies, picture framing, bungee-jumping, hotels and haircuts.

Visitors will have the opportunity to meet representatives from promi-nent, nationally known franchises whose populari-



Everything but licenses for cherry blossoms.

ty has made them household names. Burger King, Subway Sandwiches and Salads, KFC, Hardees and International House of Pancakes will be there, as well as other well-established franchises like Mr. Miniblind, Archadeck and Goodebodies.

The IFE will also feature a series of free seminars on "must-know" subjects when considering the purchase of a franchise. They include choosing the right franchise, investigating a franchise opportunity, preparing a business plan to buy a franchise and the legal implications of owning a franchise. Special in-depth seminars and workshops of a more

specific nature will be given addressing the needs of minorities, veterans and people wishing to franise their own The government-funded Small Business Administration will also be offering seminars on business start-up.

A Franchise Supplier Section has been set aside. for suppliers such as franchise consultants, lawyers, accountants, financiers. equipment manufacturers and others who offer products and services to franchise companies.

For more information, contact the IFE at 1133 Louisiana Avenue, Suite 211, Winter Park, Florida 32789 USA.

This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. John P. Hayes is president of The Hayes Group, a Pennsylvania-based company that markets and promotes franchises internationally. Andrew Rosenbaum is a free-lance journalist based in Paris. • Steve Weinstein is a freelance writer based in New York.

#### The BEST Way To Predict The Future Is To Create It Yourself!"

The Best Franchising Company in The World, Inc., an International company headquartered in the U.S.A., has an outstanding opportunity for a dynamic Marketing Executive or organization to acquire the exclusive Master Franchise Rights in their country for The BEST Instant Sign Company... a fully computerized retail sign store concept.

WE HAVE DONE FOR THE MULTI-BILLION DOLLAR SIGN INDUSTRY WHAT INSTANT PRINTING DID FOR THE PRINT INDUSTRY!!!

Simply put, our franchise makes purchasing commercial-quality signs and banners as fast, easy, convenient and affordable as purchasing business cards.

ABSOLUTELY NO SIGN, COMPUTER OR ARTISTIC ABILITY IS REQUIRED WHATSOEVER!

An initial investment in the US\$250,000 to U\$\$300,000 range is required to obtain the Exclusive Master Franchise Rights for an entire country. Included in this investment is all the equipment, fixtures and inventory necessary to establish a model franchise operation and training center. Also included is a very extensive and comprehensive training program at our International Headquarters in Fort Landerdale, Florida, on all aspects of Franchisc Sales, training and on-going support. This is followed up with hands-on assistance with actual Franchise Sales and development programs in each country.

There will be only one opportunity to acquire the exclusive Master Franchise Rights in your country for the BEST Franchise concept ever offered!

Are you the BEST? Are you ready to create your future? If so, please contact:



Orville Wright, President THE BEST FRANCHISING COMPANY IN THE WORLD, INC. 2354 North Federal Highway Fort Lauderdale, Florida 33305 U.S.A. Phone: (305) 938-8448 - Fax: (305) 938-4465

© THE BEST FRANCHISING COMPANY IN THE WORLD, INC.

#### **Become a Corporate Trainer**

Own a franchise that develops leaders,

trains managers and gets results.

\* Low start-up cost

\* Hot growth industry \* Master Icanchises available \* On-going support Write or Call Nove!

LEADERSHIP MANAGEMENT INTERNATIONAL

P.O. Box 9126, Dept. IHT Waco, TX 76714-9126 Tel: (817) 776-7551 (U.S.A.) Fax: (817) 776-6547

\* World Leader

\* 27 years



WALABLE in your country

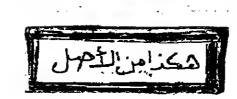
**24 Years in Business.**  Sales of more than \$100 million.

CANADA'S #1 PIZZA CHAIN. Tel: (416) 967-1010 Fax: (416) 967-0891

**BIOGIME** SKIN CARE CENTERS Excellent opportunity for Master Licensess to develop international markets with multiple retail skin care contests.

A unique market niche
 A unufi-billion dollar growth industry
 All natural products
 A unique talevision adventising program
 Ougoing marketing/menagement support
 Exclusive heritary development

1-415-927-7075 PAX



ಷ್ಟ್ರೀಯಾಗ್ಯ — ೨೯. Ter EGEFT 4 300 or The Fire was the

E-10-Te to the first trans Electric and the contract of t 100 Rear St. mater constant B ELTER FILLIANS

Berger and the rate BE CONTRACTOR

-Marie Table There are secured de Mr. San Walter Mary Control RECUESTION OF THE PROPERTY OF

RaCo.

Q - Lake

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, FEBRUARY 19, 1992

VERTISING SECTION

FOR CHAINS

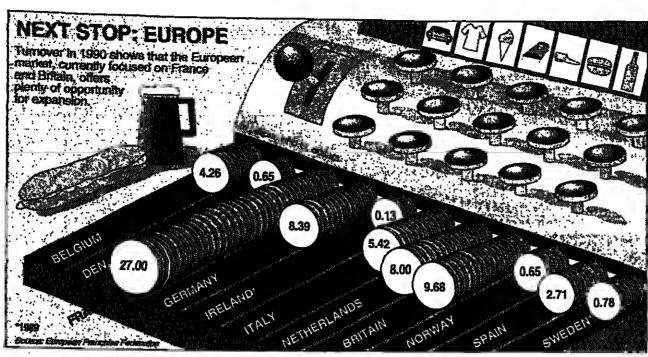
The feet of the second

has are in a given man.

NO --- ---

The De Later H

# THE LINGUA FRANCA OF RETAIL



# Hopes and Fears in East European Market

Franchisors in the European Community are looking forward to a decade of booming sales. The 1993 single market and the opening up of Eastern Europe will give an extra impetus to an already prosperous franchising sector.

Already, 10 percent to 15 percent of all retail outlets in the EC belong to franchisors. As the countries of Eastern Europe move toward market economies and the European Free Trade Association (EFTA) countries begin to work with the EC, the space for developing franchising is growing rapidly. "These changes can only

work in our favor," says Ton Vervoort, president of the European Franchise Federation.

Mr. Vervoort predicts that the fall of border controls in the EC will lead to the creation of pan-European franchise chains, of which there are currently few examples. "We have the advantage of extremely liberal legislation governing franchising," Mr. Vervoort says. "As a re-sult, there is little to hinder our expansion.

Franchisors are already present in the seven EFTA countries --- Austria, Finland, Iceland, Liechtenstein, Norway, Sweden and Switzerland - which have previously stayed out of trade pacts with the EC. The EC-EFTA accord will simply provide easier access for our franchisors to these markets," Mr. Vervoort says.

The former East. Germany provides a good example of how quickly franchising can move into these new markets. There are already 2,500 franchise outlets there, according to the European Franchise Federation, and the market is expanding fast.

But the situation in Eastern Europe is more complicated. Clearly, franchising offers great advantages to East European entrepreneurs, because it allows them the chance of working with Western partners in a clearly defined, well-tested scheme. As a result, some East European countries are already preparing for franchising. Others are still in the process of transforming a Communist legal system into a market-oriented one and are not ready for franchising. Others lack entrepreneurs with a sufficient cultural background

in Western economics to be ready for franchising.

"Strange as it may seem," adds Mr. Vervoort, "the problem with working in Eastern Europe isn't that of finding candidates with enough hard currency to pay for a franchise. The principal difficulty tends

Candidates for franchising in Eastern Europe tend to have money and are familiar with Western law. But it is in the practice of running a franchise that

they risk failing. "Franchises of all kinds depend on well-established distribution to satis-

The legal problems that were raised by franchising have largely been solved

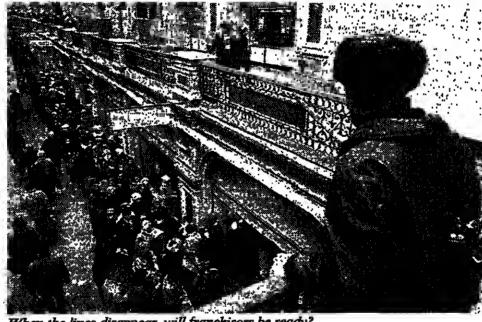
to be getting them to run the franchise along Western lines," This explains why Romania and Bulgaria — both countries with economies that analysts call "underdeveloped" have both put in requests with the European Franchise Federation to create local franchising associa-

Experts point to a number of positive developfy their customers regularly," says Mr. Vervoort. "In Eastern Europe, businesses are accustomed to irregular distribution." For an entrepreneur in Eastern Europe, it is not uncommon to spend a week wait-

ing for products to arrive. "Businesses there have to learn that you can't build up a franchise on that basis." Mr. Vervoort says, "because the days in which

peans to understand the notion of providing uniform products and service that is bound up with fran-Certain kinds of fran-

chises are particularly popular with East European entrepreneurs, especially those that depend more on business services than on consumer services. Professional cleaning is one example, and activities like maintenance and refurbishment are also of great interest, according to Mr. Lang of the Deutscher Franchise Verband. "Small laboratories for developing photos, or medical and dental work are also popular." Still, as Mr. Lang points out, any franchise activity offering the means to get into business is likely to prove attractive to East European candidates.



When the lines disappear, will franchisors be ready?

chising to Eastern Europe. The legal problems creat-ed by the franchising arrangement have largely been solved. "In Hungary, for example, business law, as it is set out in the German law books, has been adopted entirely," says Hans Lang, president of the Deutscher Franchise Verband (German Franchising Association), many of whose members are already exploring the possibilities in Eastern Eu-

of consumers outside the store are numbered." Then, the notion of providing good service is alien to businesspeople brought up under a Communist system. Analysts point out that service has always been undervalued in Communist countries, where it is considered much less important than production. Because franchises are almost invariably re-

tailers for goods that are

produced elsewhere, it is

culties, franchising experts urge franchisors to gain a foothold in Eastern Europe. "This is a big chance for small and middle-sized companies," says Mr. Lang. "They need to face down the problems and get started fast, building partnerships and gaining market share." As in all the expanding markets in Europe, the EC, EFTA and the East, the competition could well get there

Andrew Rosenbaum

# In Search of the Perfect Partner Abroad

With more than 3,000 franchise companies in the United States alone, opportunities would appear to abound for those who wish to acquire the expansion rights in another country for one of these companies.

vey, however, fewer than 600 of U.S. franchise companies indicated the desire and ability — either financially or operationally to expand internationally, so the opportunities are fewer than they appear. In addition, these companies are selective. The most sought-after companies find there are more prospects than there are international franchise licenses to be awarded, so the process of purchasing the rights to certain companies is competitive.

"It's axiomatic that the most important decision a franchisor can make is the choice of his partner," says Philip F. Zeidman of Brownstein, Zeidman & Schomer, a Washington, D.C. law firm that specializes in international franchising. "This is true at home and abroad, and it may well be the difference between success and failure of the relationship."

What do franchisors seek in their foreign part-ners? In general, Mr. Zeidman says, American franchisors look for the following in their master licensees; knowledge of the target market for expansion; familiarity with local laws and regulations and, for some franchises, real-estate opportunities; contacts with potential suppliers and/or customers; language capabilities to avoid cultural barriers; and the desire to accept guidance from the franchi-

Most franchisors in the United States prefer to sell master licenses in foreign countries as opposed to arranging joint ventures. The master licensee generally pays a fee in return for the right to develop the franchise network in a given country. In addition, the master licensee must have the financial wherewithal to market and sell franchises locally and sup-port the franchisees, who in turn pay a fee and an ongoing royalty. The master licensee usually shares a small percentage of the royalty with the original franchisor, who continues to provide support to the foreign partner.

Several franchisors who will market their master licenses in Germany and the Netherlands March 9-13 as part of an International Franchise Association trade mission to those countries recently discussed their criteria for selecting master licensees.

Robert Phillips, president of Steamatic, a company that cleans carpets and draperies as well as air ducts, says: "We want a partner with business acumen as well as someone who will be completely de-

According to a recent survey, however, fewer than watic in their country. It's also important for our partner to have contacts with the people who own buildings and businesses, because we are a businessto-business service." Steamatic operates franchises in Japan, Hong Kong, South Korea, Indonesia, Mexico and Canada, and now plans to enter the European market. Kaaydah Forrest, presi-

dent of Ceiling Doctor, a company that has cleaned 75 million square feet of ceiling tiles, says she looks for a partner who has "staying power." She compares her franchise license to a marriage contract. "We want a partner for the long term," says Ms. Forrest. "We look for someone who can work with us. That comes first In Germany, for example, all our prospects except one could speak English. We sold to the one who spoke only German because he demonstrated the ability to cooperate with us. A common language is not as important to us as the right person." The Ceiling Doctor master licensee in Germany sold 65 franchises in one year. "We definitely selected the right person," says Ms. Forrest. Ceiling Doctor also operates franchises in Japan, Mexico, Hungary

Laura Tremaine of Perma-Glaze, whose fran-

and Ireland.

chisees refinish worn or industrialized country," says Mr. Crawford. damaged porcelain, fiber-There's widespread need glass, ceramic wall tile, for our services among building owners. Part of formica and cultured marble, says she looks for a financially strong partner. our secret is our marketing "We want a partner who method, which we share can afford to market the with our foreign partner." Jani-King has sold master franchises and then work with the franchisees to licenses in England and Brazil, and had total revehelp them become successnues in excess of \$70 milful. We also want our partner to understand that lion last year. there's a great need for our Up-front costs for masservice among hospitals, hotels, universities, mili-

ter licenses vary widely and are usually based on tary installations, business population and need for offices, apartment com-plexes and so on." the service or product. Generally, service busi-Pizza franchisor Kay nesses are less expensive Ainsely of Domino's has than retail businesses. sold master licenses in Perma-Glaze, for example, more than 25 countries. is asking \$75,000 for the "Pizza is a universal food," Netherlands, and \$200,000 for Germany. Retail franshe says, "and wherever chisors usually ask a miniwe go in the world there's a mum of \$250,000 and long list of prospective buyers. However, we're sometimes as much as \$1 never in a hurry to sell a master license. We look for a substantial investor who will work within our proven operating meth-ods, but who is also capa-

ble of helping us adapt our

product to local needs."

Domino's is one of Ameri-

ca's most successful home-

Jerry Crawford, presi-

dent of Jani-King Fran-

chising, Inc., the world's largest commercial clean-

ing company, with nearly 3,000 franchises, says he

looks for a master licensee

who has expertise in mar-keting. "Our franchise concept will work in any

delivery pizza chains.

John P. Hayes

#### THERE'S NO OTHER PLACE ON EARTH YOU'LL FIND AN OPPORTUNITY LIKE THIS.

There isn't a company anywhere in the world that can get by without a good printer. Just think of the potential you'll have with a Sir Speedy Master Franchise, Join the world's leading full-service business printers and benefit from:

Highest sales in the industry 24 year success record Complete training

Master licenses available worldwide. \$250K minimum

investment. Contact Mr. Ken Ross



#### A PROVEN WINNER!

**Profit with Natural Beauty** 

Master Franchises

**Body Reform Shops** 

From Natural Beauty Products Limited

The Body Reform Master Franchise provides a major business opportunity with very algorificant profit potential

The quickest way to succeed in business is to go with a proven winner. That's Ziebart Tidy Car. For over 30 years, Ziebart Tidy Car has been the premier worldwide automotive franchise company.

Ziebert Tidy Car specializes in high-demand services like Detailing, Accessories and Automotive Protection. All are designed to make cars look better and lest longer. Franchising in more than 40 countries worldwide with over 1000 locations, Ziebert Tidy Car is a proven business leader with a fantastic franchise opportunity. Country and Regional Master Franchises are available for immediate development. For information contact, Robert Markey at:

Ziebert International Corp. P.O. Box 1290 Troy, Michigan 48007-1290 USA

Tel: 313-588-4100 Fax: 313-588-0718



See us at booth 350 at the Expo

SOON

difficult for Eastern Euro-Meet HUNDREDS of franchise companies at the Investment levels from under \$10,000 to over \$10 million. Exhibitors seek new franchise owners all over USA and around the world. To receive VIP Visitor information contact: INTERNATIONAL FRANCHISE ASSOCIATION Expo Division, Fax (407) 628-2042

Weigh Death of Fazza 12 mg.

37 pent melve provin hannoue some male that the moves prezioneller is considered to the male that the moves prezionelle in the move male that the move of the move move male that the move of the Pengano's i trus harcinational and Allendron: Asea Development (Pfrank) joint Weight and Et. 19797 (mr. Asport Michigan Rolleholds) (S.A. (Calle 187400, 5540 (1887-300) 47 54/4 constitution of the second second The segmenter of customes, as a property of the segment of the seg Apply now for this rule opportunity to own a piece of one of the houest franchises in the world.

By John Rockwell New York Times Service

BERLIN—There are no starlets (well, maybe a few, but they're bundled up in cloth coats), no beaches and there is precious little French Riviera pizzazz. What the Berlin International Film Festival does have is films. Nearly 800 of them, of every conceivable type. Plus endless, carnest discussion about those films, and about Film with a capital F.

The Berlin festival, also called the Berlinale, is now in its

The Bertin festival, also called the permane, is now in its 42d year, and it has long since established itself as one of the world's most important film convocations.

As a market for highly visible, big-budget films, Cannes remains pre-eminent. But as a forum for the unusual, as a truly international film interchange, as an intellectual center and as a marketplace for films that for one reason or another don't or can't compete at the glamorous Cannes level, Berlin

With nearly 3,000 attending journalists and 8,000 film

With nearly 3,000 attending journalists and 8,000 film professionals, with a state-supported budget of about \$6 million, this is a very big deal indeed.

"The producer who's going for the big dollar, he's going to wait that extra three months and put his film in Cannes," said Dan Talbot, whose New Yorker Films has long been a major American importer of foreign films. major American importer of foreign films.

But a lot of independents do very well in Berlin. There may be less money, but it's a more sure-fire sale. And if you really like film, this is just a wonderful place to be."

The festival got under way Thursday night with Andrei Konchalovsky's "Inner Circle," about Stalin's film projectionist, and continues through Monday, when the prizes will be announced. Chief among them is the Golden Bear, after Berlin's civic symbol. "The Inner Circle," which opened in December in the

United States, was an apt choice for Berlin, given the festival's long-standing position as a Western window for

The opening festivities came complete with a Russian balalaika ensemble and blaring trumpeters from the former Red Army. And the festival organizers achieved a touching coup by managing to import (sans passport; formalities were waived) 83-year-old Alexander Ganshin, whose story the film depicts.

Ganshin, white-haired, wild-eyed and tickled to be in

Berlin, assured the adoring andience that every aspect of the sometimes overwrought film was pranda, or truth.

"The Inner Circle" is among 25 films from 19 countries in

the main competition. They were winnowed from 220 entries

from 41 countries.

In addition to "The Inner Circle" (technically an Italian-Russian co-production released by Columbia Pictures), there are several Hollywood films, including "Dead Again," "Cape Fear" and "Grand Canyon," and two independent American efforts, "Gas Food Lodging" by the young Allison Anders and "Light Sleeper" from Paul Schrader.

In addition, "Bugsy," "Star Trek VI" and Woody Allen's new "Shadows and Fog" are being shown out of competi-

Berlin is exceptional as a forum for the unusual and a truly international film interchange.

tion, but with full publicity and the expected attendance of Warren Beatty and Allen.

This had led to grumbling in the German press about a "Hollywood takeover," a charge that Moritz de Hadeln, the overall festival director, dismisses peremptorily.

"The German journalists know nothing about American film," de Hadeln said. "They lump together Hollywood productions and New York productions and independent productions." Besides, he added, the actual number of American films is no higher than usual for Berlin.

What is clear is that the quantity of East European films

What is clear is that the quantity of East European films has declined. This might seem odd, given the new freedom of exchange with the East

In fact, the Berlin festival has obtained a healthy selection of East European films for years (including films from the former East Germany, partly because there was no compet-ing East Berlin Film Festival).

Now, while there is some nationalist vitality in the non-Russian former Soviet republics, the collapse of the state film industries and the desperation of daily life in Eastern Europe has led to a crippling drop in film subsidies and attendance. Ticket sales are down 50 percent in Hungary, for instance, according to Variety.

There are no Italian films in the main competition this

year, nothing that anyone seems very excited about from Germany and a healthy representation from France. France's strength is no doubt partly attributable to its governmentally encouraged system of support for films on every level. But Germany lavishes money on its filmmakers, too: \$120 million annually.

"Everybody is beginning to wonder what they are doing with all that money, with so few films coming in," de Hadeln conceded. "My own theory is that the country has been through such extraordinary political changes that maybe filmmakers need some time to digest and react. After all, it takes two years to also and react after all, it takes two years to plan and make a feature film."

But as one quickly discovers upon arrival in Berlin, the competition is but one small part of the overall festival

Indeed, in the festival's first three days, only one competition film really stood out — the Australian "Last Days of Chez Nous," by Gillian Armstrong, a family drama with performances (by Lisa Harrow, Kerry Fox, Miranda Otto, Bill Hunter and Bruno Ganz) fully as vibrant and touching as those in such previous Armstrong films as "My Brilliant Career" and "Starstruck."

Otherwise, competition entries tended toward spongy Euro-collaborations lacking in strong personal or national identity. There was a German exercise in nostalgia, "Godrun," widely dismissed as sentimental; a Spanish-French historical epic starring the Italian Vittorio Gassman called "The Long Winter," and "Rien Que des Mensonges" ("Nothing but Lies"), a Swiss-French co-production with Fanny Ardant that suggested that all upper-class Parisians ever do, 24 hours a day, is muse about love in scenic settings. De Hadeln's operation includes far more than the compo-

tition. There is the catchall Panorama portion of the festival, which has its share of competition-like films, but is not all

There are many sexually challenging films, including the explicit "Tokyo Decadence Topaz," one of two Japanese films this year that explore sadomasochistic pornography.

There are also some low-key surprises, such as a double bill of the American David Van Taylor's "Dream Deceivers," a documentary about the Nevada trial in which the English heavy-metal band Judas Priest was acquitted of precipitating the suicide and self-mutilation of two teenage fans, and "The Red Bridge" by the young Luxembourg documentarian Gene-vieve Mersch, about the impact upon an innocent village of hundreds of suicides from a soaring bridge above them.

ries of encounters between a child

psychiatrist and an imprisoned

woman who may, or may not, have murdered and mutilated her moth-

er. The first 45 minutes, during

which the prisoner maintains an

obdurate silence, are riveting

thanks to Sian Thomas's amazing

ability to register emotion through



TIT

- 17 STL

AT DOCUMENTS

a Che mine in which Entra Se Entra Se **拉莱克** 

TOTAL STELL

bear in the make the

Francisco Commence

les ar jeur and a ...

the state of the

ferren s---

man für auch returne.

Pre: 500000 6. ...

ESTANCES THE STATE OF THE

Region Day 2 are ser emplem Money The a-emp Abrus 425 000 corese

tal and to assume

faret ....

approximate and the second

-

la Re Zuin - - - - - -

Carriage . The same of Fine 3 me 1-1 1-1 THE PERSON OF THE PARTY.

WRRENCY RA

bes Rates

Tom Hulce as the loyal Soviet citizen Ivan in "The Inner Circle."

#### **LONDON THEATER**

# For New Plays, the Action Is on the Fringe

By Michael Billington
International Herold Tribune

ONDON - While the West End confronts the recession with compilation-musicals, the Fringe continues to pump out new plays. In fact, the reputation of London theater increasingly rests on the small, neighborhood playhouses that remain obstinately devoted to

The most intriguing new arrival is James Saunders's "Making It Better" at the Hampstead Theatre. It aims to be two things: a Stoppardian comedy about political freedom and a scorching study of emo-tional betrayal. Using Prague's 1989 Velvet Revolution as his distant backdrop, Saunders is not particularly illuminating on politics

Diana, the play's heroine, is a BBC World Service producer whose life is intimately bound up with Czechoslovakia. After her husband leaves her on discovering that he is gay, she quickly takes up with a pair of Czechoslovak mates. The first, Josef, is a dignified, middle-aged writer, and the second, Tomas, is a bisexual young biologist who happens to be her hus-band's former lover. It is Tomas who turns out to be the ultimate betrayer and natural survivor: he spies on London's Czechoslovak community for the Communists and survives into the new era thanks to the machinations of an influential father.

I take it Saunders's political point is that in Britain we take for granted the kind of freedom that is a life-and-death matter in Eastern as the unchaste Diana, the an-

strangely illogical to argue that, because other countries suffer repression, Britons should forfest the right to grumble about their own government. But the play takes off when passion, rather than politics, spins the plot. Indeed, Saunders describes the aftermath of betrayal with agonizing honesty; Diana's husband breaks down unblushing-ly at the loss of his boyfriend, jeal-

spair and Diana is stricken to discover her lover has been retailing their pillow-talk to the party. It is rare to find a British play so full of naked emotional candor. Michael Rudman's production allows these moments of pain to burst through the deceptively light surface and gets strong performances from his quartet of actors:

ous Josef is reduced to suicidal de-

but probes the wounds of personal betrayal with surgical skill.

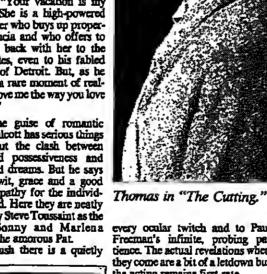
Europe; but it strikes me as guished Larry Lamb as her unclo-compelling, Duras-like first play betrayal with surgical skill.

Strangely illogical to argue that, be-seted husband, the volatile Rufus from actress Maureen O'Brien, setted imaband, the volatile Rufus from actress Maureen O'Brien, Sewell as the traitorous Tomas and, "The Cutting." It consists of a semost especially, David De Keyser as the instantly recognizable shab-by émigré who combines Old World European courtiness with telltale holes in his socks. Passion is also at the heart of

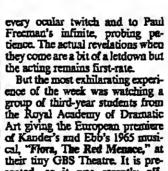
Derek Walcott's "Viva Detroit" which the Black Theatre Cooperative is presenting at the Tricycle Theatre in North London, Walcott is best known as a major Caribbean poet. But he is also the author of about three dozen plays of which this latest, premiered earlier this year in Los Angeles, is a highly engaging comedy about the clash between Caribbean fantasy and American colonialism.

Set in his native St. Lucia, Walcott's play concerns an impas-sioned two-week affair between Sonny and Pat. He is a native stud the eternally beautiful Jane Asher who offers highly personal, guided tours to solo female tourists under the slogan "Your vacation is my vocation." She is a high-powered photographer who buys up property in St. Lucia and who offers to take Sonny back with her to the United States, even to his fabled dreamland of Detroit. But, as he tells her in a rare moment of realism, "You love me the way you love this island."

Under the guise of romantic comedy, Walcott has serious things to say about the clash between First World possessiveness and Third World dreams. But he says them with wit, grace and a good deal of sympathy for the individ-uals involved. Here they are neathy embodied by Steve Toussaint as the rogueish Sonny and Marlena Mackey as the amorous Pat. At the Bush there is a quietly







sented, as it was recently off-Broadway, as a rough 1930s federal theater project show; and I am just astonished that a musical that boasts good tunes and deals intelligently with the conflict between love and politics has been so long ignored. Back in 1965, it made Liza Minnelli a star. I hope it does as much for Josephine Gradwell who currently plays the militant heroine with vivacious relish.

A WORLD OF SONG Tobé MALAWISTA

Irène AITOFF

Works by Purcell, Mozart, Reynaldo Hahn, Dvorak, Prokoviev and Ives Wednesday, February 19 at 8:30 p.m. Salle Cortot - 78, rue Cardinet, 75017 PARIS



THOUMEUX

PARIS 7th

PARIS 17th

CHEZ FRED Lycensis bistro, Proditional French cooling. Dury specialiss. Closed Sundays, 190 hs. bid. Ferere, 75317 Raris. Tel.: 45.74.20.48.

DA MEO PATACCA Trastevere. Rest. fornous for fun food, mus



Subir Banerji in Satyajit Ray's "Pather Panchali."

# India's Unsung Director

By Edward A. Gargan

ALCUTTA — Slouched in his favorite leather armchair, a fine wool shawl pulled around his cloud-white cotton pajama-style kurta, Satyajit Ray peers around his familiar study, books and manuscripts stacked and crammed into sagging wooden shelves, a desk smothered with letters — many congratulatory epistles for winning an Oscar for his life's work — while an overhead lamp flickers momentarily as Calcutta's persnickety power sup-ply seems to dither over what to do.

As he often does, he lets his fingertips play along the edge of his lips, almost as if he wants to sculpt each word, each

In the streets beneath his genteelly shabby and rambling apartment on the third floor of what Indians call a "mansion horns blat and trucks grind their gears as they try to navigate a maelstrom of vehicles, people and ideas.

At each surrise, there seem to be more people, more slums, more garbage, more political rallies, all compressed into a metropolis of blackening build-ings, moonscaped roadways and thick swaddlings of air pollution. Visitors shake their heads, wondering what can be-

neads, wondering what can be come of this city, once so grand and now often politely referred to as a hellhole. "Calcutta? Where is it going?" Ray, 70, asks with mock weariness. "The same question has been asked for the last 50 years." He laughs loudly, a deep, euphonious rumble that almost jiggles his china teacup. "It's heading. It's heading. Nobody knows where. But it's heading. Things are happening. People are buying tickets to see theater or cinema, going to concerts, buying books, soing to cinema, going to concerts, buying books, going to the book fair — it takes place in all the big cities of India, but it is only in Calcutta that it is a total

It is always said that Calcutta is a place of poets and singers, novelists and dreamers. Taxi drivers and postmen, hotel maids and office workers all take up pens and compose and publish. Bengalis here think of themselves as better than other Indians, more intellectual, more thoughtful, less super-

stitious, less materialistic.

Their intellectual saint, Rabindranath Tagore, won the Nobel Prize in Literature. Now, their

patron of the screen, Satyajit Ray, has won Holly-wood's highest accolade for his moving pictures. The honorary Academy Award, announced be-fore this week's revelation of the traditional nominees in various categories, will be presented March 30 at the annual ceremonies. The citation recognizes Ray's "rare mastery of the art of motion

pictures, and of his profound humanitarian out-look, which has had an indelible influence on filmmakers and audiences throughout the world." Among directors who have been similarly honored are Akira Kurosawa, Hal Roach, Jean Re-noir, Howard Hawks, King Vidor, Charles Chap-

lin and Orson Welles. "I'm surprised," admitted Ray, a tall, lanky man who looks a bit like the silent, gaunt statues on Easter Island. "I'm surprised particularly because my films are not that well known in the States. They are much better known in Britain, Paris certainly now, and even Japan. But obviously there is a certain section, in any case, who like my films. Anyway, it means a lot to me. It means a lot to me

because I've learned my craft of making films by watching Hollywood films of the '30s, '40s and '50s. And I never went to a school. That was my school."

It is not only in the United States that Ray's work is scantily known. Here, few Indians will admit to having seen one of his films. No theater in India is currently showing a movie by him, and it is unlikely, despite the Oscar, that they will. Like that of Bunnel or Re-

noir or De Sica, or Fellini or even Knrosawa, Ray's work is thoughtful, wrenching uncom-fortable, often distressingly quotidian in its explorations. instead, India's theaters are filled with the commercial froth of Bombay's huge movie studios, what they call Bollywood,

which churn out saccharine and predictable stories

of love and violence.

Even in his beloved Calcutta, it is virtually impossible to find a showing of a movie by Ray. Every few years, for a week or so, a theater will run his latest endeavor, but despite this city's interest that pretensions, his films rarely run longer, Parley, Pay care this is because of the changes are received. Ray says, this is because of the changes sweeping India, the pressures of work and, perhaps ultimately, television. "There are still poets and novelists and film makers and whatnot, but not as many as there used to be," he said.

It was in 1955 that Ray filmed "Pather Pan-chali," the first realistic look at life in the Bengal countryside and the problems people wrestle with, a picture far from the idealized notions of rural life portrayed in the commercial song-and-dance films taking hold now in India.

He completed two other films — "Aparajito" (1956) and "The World of Apu" (1959) — following the protagonist in "Pather Panchali" from adolescence to adulthood, through tragedy to a sort of spiritual renewal, from rural naiveté to glossy urbanism. Together, the three films became known as the "Apu Trilogy," and they established Ray as one of the world's finest directors.



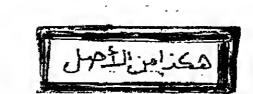
the two major energy forums co-sponsored by the International Herald Tribune and The Oil Daily Group.

> Oil & Money: Asia & the Pacific Singapore **Sheraton Towers Hotel** May 11 - 12

Oil & Money London Inter-Continental Hotel November 16 - 17

For further information, please contact: Brenda Hagerty International Herald Tribune 63 Long Acre London WC2E 9JH Tel: (44 71) 836 4802 Fax: (44 71) 836 0717







## **Investing for the Affluent Spawns New Magazines**

By Geraldine Fabrikant
New York Times Service

EW YORK — Hoping to capitalize on the recessionera concerns of the relatively well-heeled, two publishing ventures are spending millions of dollars to launch
personal investing magazines. They are Worth, from
the mutual-fund giant Fidelity Investments, and Smart Money, a
joint venture of Hearst Corp. and Dow Jones & Co.

Roth are simed at affinent people who want more information

Both are simed at affluent people who want more information about their personal finances than Fortune, Forbes or Business about their personal finances than Fortune, Forbes or Business Week offer and more sophisticated investment advice than Money magazine or Kiplinger's Personal Finance Magazine provide.

Smart Money is aimed at readers with household incomes of at least \$85,000 a year. Hearst and Dow Jones plan to spend about \$5 million apiece to Smart Money and estart the magazine according

start the magazine, according to an executive who has seen the development budget.

Worth aim at readers making upwards of Worth will court roughly the same readers as Smart \$85,000 a year. Money's, investors 35 to 50

years old with household in-comes of at least \$100,000. Fidelity's Capital Publishing Co. is moving more aggressively than Hearst and Dow Jones, investing \$15 million to start the magazine.

Why is there such a fascination with affluent investors now, in white-collar recession, rather than in the booming 1980s? W. Randall Jones, chief executive of Worth, contends that with w. Kandal Jones, chief executive of Worth, contends that with tougher times and the aging of the baby boomers, many people are reassessing their priorities. "In the 1980s, people were making and spending a lot of money," he said. "All of a sudden, tough economic times — converging with having kids and supporting parents — are grabbing us by the shoulders and saying. Tiey, you have to set control!"

parents—are granding us by the shoulders and saying, 'riey, you have to get control.'"

He added: "There is a world of people who have been reasonably good at making money, extraordinarily good at spending it and not worth a damn at figuring out what do with it for the long term. They need a magazine that has a sophisticated tone, but is not intimidating in looking at personal finance."

HE FIRST ISSUE of Worth, which reached newsstands on Feb. 4, has a cover article on "Wall Street Rocket Scientists," dealing with the creators of exotic new securities. Other articles discuss inheritances by baby boomers and financial styles around the United States.

Although Worth's ownership by a mutual-fund company raises questions about whether it can cover investing objectively, Mr. Jones asserted that the magazine would be editorially independent. Fidelity plans to publish six issues of Worth this year and 10 to

12 issues next year, with a cover price of \$3.

Although no copies of Smart Money are available yet, the magazine seems likely to take a similar approach to personalfinance coverage. Smart Money "is simed at professionals and managers who have reached a stage where they have new or renewed interest in personal business issues," said Norman Pearlstine, executive editor of The Wall Street Journal, the flagship Dow Jones publication. "They have more responsibility, but they also have more money, and more choices about how to

Hearst and Dow Jones are taking a cautious approach to starting Smart Money. The goal is that it eventually become a monthly. About 425,000 copies of the first issue will go on sale March 3, mainly on newsstands, with a \$2.50 cover price. The og for a national circulation of at least 500,000. Whether there is room for the two new magazines remains to

David Lehmkul, who runs his own magazine consulting firm, said he did not see the market for these publications, since many affluent people already rely on investment advisers and regularly read the personal-finance articles other publications.

But Bob Zach, senior vice president at the Chiat/Day/Mojo advertising agency, is optimistic about the prospects for the two magazines. "By the time they are established commodities, the economy will be able to sustain them," he said.

Per 3 189,85 7,763 25,574 2002,00 8,6159 2,2583 0,2886 2,592

INTEREST RATES

Sources: All Reuters except ECU: Lloyds !

7 16-7 76-7 16-7 76-7 16-7 76-7 16-7 16-7 16-7 16-

Feb. 18

Correctcy Per S
Mex. pees 3861.01
NL Zestand 3 LB519
Norw. brene 4.441
PiR. peer 25.47
Port. escale 140.00
Resules reble= 110.0
Sased rivel 3.7405
Sine 5 1.422

# U.S.-Canadian Spats Mar Trade Pact

WEDNESDAY, FEBRUARY 19, 1992

**Points of Contention** 

By Clyde H. Farnsworth

New York Three Service

TORONTO — Despite a 3year-old free-trade agreement,
the United States and Canada are headed into a new phase of confrontation, accusing each other of

protectionist ways in such indus-tries as beer, humber and cars. Even as they negotiate with Mexico about expanding their agreement to include all of North America, the tensions are growing, heightened by political sensi-tivity about jobs lost through imports. The lingering economic slumps and approaching elections in both Canada and the United States add pressure.

Prime Minister Brian Mul-roney has complained, "We're getting sideswiped by American Japan-bashing."

One Canadian fear is that in

response to complaints in Washington, Japan will shift to the United States investments it intended for Canada.

But for all the recent tough talk, many trade analysts said they expected the trade agreement to hold, even though either side can end it with six months' notice. U.S.-Canadian trade was worth \$200 billion last year, the greatest volume between any two countries, and many economists said the trade accord had been an important factor in increasing the volume. They also said the pact was beneficial to both sides. Canadians are troubled by



what they see as continued American harassment - complaints motivated by domestic politics when they thought they had bought an era of peace under a trade agreement that would end

all barriers by 2000. Mr. Mulroney, whose Conservative government is still fending off opposition charges that the free-trade agreement has not been good for Canada, has long argued that his special relationship with President Ronald Reagan and then with President George Bush would safeguard

fair play by the United States. Now he is using tough language to criticize Washington. After the U.S. Customs Service mled earlier this month that Honda cars made in Canada were subject to a special duty, Mr. Mulroney promised a "shin-kicking campaign" to get the ruling reversed.

Canadian free-trade negotiating team, said recently: "The Ameri-cans are bastards. They're behaving like real thugs these days in protecting their interests."

Mr. Reisman, now a private consultant, has long been critical of U.S. trade policy, but his outburst, made in a newspaper inter-view here and widely reprinted in the Canadian press, underscores Canada's feelings of resentment.

The auto dispute began with a Customs Service complaint that Honda Civics assembled in Alliston, Ontario, lacked the required 50 percent content of parts made in North America to qualify for duty-free export to the United

A preliminary ruling now sub-jects those cans to a 2.5 percent import duty. The Alliston plant makes about 105,000 cars a year, of which 75 percent are exported to the United States.

In the Canadian view, Washington is signaling that if the Japanese want to avoid such harassment, they should build their cars in the United States.

The U.S. government also has threatened to impose punitive di-ties on Canadian beer. Stroh Brewery Co. and G. Heileman Brewing Co. brought a formal complaint that led to findings against Canadian beer-selling practices by the General Agreement on Tariffs and Trade, the

See TRADE, Page 15

# 3 Insurers Opt To Combine **European Units**

Compiled by Our Staff From Dispatches LONDON - Royal Insurance, AMB and Fondiaria, which last year gave up a plan for large cross-shareholdings, said Tuesday they would pool most of their European

insurance operations. The companies said they were seeking to take advantage of the emerging single regional insurance market, but analysts said the plan was unlikely to help solve short-term problems at Royal Insurance Holdings PLC and Aachener & Münchener Beteiligungs AG.

Royal will contribute its Rodutch operations in the Netherlands to a new Luxembourg-based venture, to be known as EPIC European Part-ners for Insurance Cooperation SA. Eventually, each company is to contribute its European operations outside of its home country.

The first part of the deal will result in a net payment of £166 million (\$294.5 million) to Royal, giving its balance sheet a boost. Analysts said they expected the company to announce poor 1991 results and a big cut in its dividend next week. But they said the alli-ance would not stem losses at Roy-

mostly for use as a multirole defen-sive aircraft," he said.

Airplanes are not the only ex-

pensive Swedish exports. Mr.

Bjorck said that another Swedish

company, Kockums, recently signed an agreement with Australia

to jointly produce six submarines

over the next 10 years, a contract worth nearly \$3.5 billion.

In Sweden, proposals to increase

al which has been suffering from weak results in Britain. For AMB, the cash drain from

funding the alliance comes at an awkward time, analysts said. AMB already has to pour money into its ailing Bank für Gemeinwirtschaft unit. A more acute problem is the French insurer, Assurance Generales de France, which has amassed a 25 percent stake in AMB without the German insurer's consent.

"The whole thing is a farce," said Angus Runciman, an insurance analyst at BNP Securities in London "Royal has its shareholders breathing down its neck while AMB has AGF breathing down its neck to cooperate with it instead of other insurers. So far, we haven't heard of anybody saying they will buy Royal shares. That's the key."

To finance the purchase of Rodutch, Royal, AMB and Fondiaria will each subscribe £59 million for EPIC equity. EPIC also will borrow £34 million. Royal said as part of the deal it will sell its Dutch life insurance company Royal Leven to Rodutch for £20 million.

Royal said the cash it is to receive would raise its solvency ratio, the expression of nonlife insurance premium income to shareholders' funds, by about five percentage points, to approximately 34 per-cent. It also will cut its debt-toequity ratio by an estimated 11 percentage points, to 23 percent.

Le Fondiaria Compagnia di Assi-curazioni e Riassicurazioni SpA will contribute majority stakes in Portuguese insurer A Social Cia. Portuguesa de Seguros and Italberia SA of Spain to EPIC, a Fondiaria spokes-

In January, Fondiaria said it would raise its stake in AMB by the end of March to around 20 percent from 5.8 percent. The Italian insurer has an option to buy an 18.8 percent stake in the German con-cern from Crédit Suisse, which pur-chased the stock for £250 million from Royal in December, At the time of the sale, Royal said plans for three-way cross-shareholdings for three-way cross-shareholdings among the companies had been abandoned, but that their hopes for cooperation had not been affected.

# Sweden's Export Hopes Riding on New Jet Fighter

By William E. Schmidt

New York Times Service
LINKOPING, Sweden — The
first models of the JAS-39 Gripen
will roll off the assembly line here
next year, a lightweight single-engine economy fighter aircraft that
Sweden hopes will become one of its hot new exports.

With the Cold War over, and most European military budgets shrinking the Swedish government and some of the country's biggest industries are taking a calculated gamble. Despite rising production costs, they are pushing full speed ahead with plans for the Gripen, made by Saab-Scania AB, the auto-

motive and aircraft conglomerate.

Swedish industries also are aggressively seeking markets for othjects, from radar and torpedoes to submarines.

"No other small nation makes the same kinds of sircraft, subma-rines, missiles and radar we do," said Defense Minister Anders Bjorck. "It is a technology and an expertise that we must keep alive, if necessary, by finding new partners non-Socialist government said it mostly to acquire equipment for was considering legislation that for the army and air force.

the first time would allow Swedish So far, Saab-Scania has signed companies to build military equiporders to make 30 Gripen, a singlemeni with European companies.

In addition, there is talk about the F-16 or F-18, for the Swedish

Sweden is pushing full speed ahead with plans for the Gripen, made by Saab-Scania.

from exporting military equipment like the Gripen to such former Warsaw Pact countries as Hunga-

ry, Poland and Czechoslovakia. For nearly six decades, Sweden's military policy was directly tied to Now Sweden is determined to increase revenues from exports of

military materiel and technology.

Mr. Bjorck acknowledged that Mr. Bjorck acknowledged that the short-term picture did not look good. But he said Sweden could not let its high-technology military in-dustry go to seed, and he proposed the first increase in Swedish mili-tary spending in nearly two de-

relaxing export prohibitions that Air Force. The company and the until now have barred Sweden government are negotiating over delivery of 110 more sircraft. Early last week, Swedish news-

production timetable.

Until now, Sweden has been able to interest only Finland in the plane. The Finnish Air Force is studying the purchase of 67 Gripen

erized controls.

crashed while landing in 1989. Test

flights did not resume for 15

months, while experts determined

what went wrong with its comput-

Kai Hammerich, Saab-Scania's executive vice president for corpo-rate communications and public affairs, said the plane filled a strong market niche in Europe, where small and medium-sized nations paper reports said the cost of makare looking for the most efficient use of their money. ing the plane had increased to nearly \$10 billion, which could delay its

"The JAS is relatively small, rel-

weapons exports still provoke sharp political debate, reflecting the legacy of political neutrality and the strict limits enforced in the

Ingvar Carlsson, the former prime minister and the leader of the opposition Social Democrats, until

past on export sales of military

See FIGHTER, Page 15

OUR PHILOSOPHY OF BANKING Goes Back 4,000 Years.

t was the ancient traders who first established many of today's banking practices. They accepted funds for safekeeping. Bartered goods for services. And extended credit. It was a business based on trust, and a handshake contract was binding.

The world has changed immeasurably since then, but Republic National Bank still holds to the principles

established nearly four millennia ago.

We believe in the primacy

of personal relationships, the importance of trust and the protection of depositors' funds. This emphasis has made Republic National Bank one of the world's leading private banks.

We're a subsidiary of Safra Republic Holdings S.A., with US\$1.1 billion in total capital. Its client assets have grown

400% in the past four years and now exceed US\$8 billion. And our strong balance sheet and risk-averse orientation become more important with each day's headlines.

Though cuneiform tablets have given way to modern computers, the timeless qualities of safety, service and personal integrity will always be at the heart of our bank.

REPUBLIC NATIONAL BANK OF NEW YORK (SUISSE) SA



AFFILIATE: REPUBLIC NATIONAL BANK OF NEW YORK IN NEW YORK OTHER LOCATIONS: BEVERLY HILLS - CAYMAN ISLANDS - LOS ANGELES .

MEXICO CITY - MIAMI - MONTREAL - NASSAU - NEW YORK - BUENOS AIRES - CARACAS - MONTEVIDEO - PUNTA DEL ESTE - RIO DE JANEIRO - SANTIAGO -GIBRALTAR - GUERNSEY - LONDON - LUXEMBOURG - MILAN - MONTE CARLO - PARIS - BEIRUT - HONG KONG - JAKARTA - SINGAPORE - TAIPEI - TOKYO

A SAFRA BANK HEAD OFFICE: GENEVA - 2. PLACE DU LAC - 1204 - TEL. (022) 705 55 55 - FOREX: (022) 705 55 50 BRANCHES: LUGANO - 1. VIA CANOVA - 6901 -TEL. 10911 23 85 32 - ZURICH - STOCKERSTRASSE 37 - 8039 - TEL. 1011 288 18 18 - GUERNSEY - RUE OU PRE - ST. PETER PORT - TEL (481) 711 761

# Prosecutor Aids Nestlé In Offer for Perrier

NIMES, France --- A public pros-ecutor on Tuesday asked a court to ecutor on I bestay asked a court to punish Italy's Agnelli family by tem-porarily reducing its stake in Source Penier SA, which would give Nestite SA an opening in its 13.3 billion franc (\$2.4 billion) bid for the French bottled-water company.

The Agnellis and their corporate allies control almost half of Penier's stock and oppose Nestle's bid. The court said it would rule on

the prosecutor's recommendation on March 6. Nestle had asked the commercial court of Nimes to suspend for five years the voting rights in Perriet held by the Agnelia's Exor SA and two of its allies.

Nestlé claimed the Agnelli camp violated public disclosure rules by failing to disclose the size of its joint stake to French regulators.

Exor and two units of the French bank Societé Générale — Ominco SA and Geneval SA - own 35.5 percent of Perrier's voting rights. Together with their ally Saint-Louis, the French sugar and paper company, they control 49.3 percent of Per-

The size of the stake held by the Agnelli camp makes it difficult for Nestle and its French ally, Banque Indosuez, to gain control of Perner. But the cut sought by the prosecutor would give them far better odds. Laure Bourtel of the Nimes pros-

ecutor's office told a packed court-

room that Exor, Ominco and Gene-

SCU SDR 15 14-10 14 6 14 10 14-10 14 6 14

Telerate Interest Rate Index: 4166

354.15 351.17 351.25 351.86 357.85

GOLD

cem's capital. Ms. Bourrel said the law provided for an automatic suspension for two years of any voting rights held by Exor and its allies that exceeded one-third of Pentier's voting rights.

Ms. Bourrel recommended fur-

company to above one-third to bid for at least two-thirds of the con-

concerning their joint stake and agreements linking the companies. Ms. Bourrel rejected Exor's argu-ment that a pact between the chair-men of Perner and Exor gave the

Agnelli camp control of Perrier in 1987, two years before a takeover law took effect. Exor and its allies, she said, violated the 1989 law, which requires an investor that raises its stake in a

ther penalizing Exor and its allies by reducing their stake to 20 percent from 35.5 percent for two years. "For years there has been a will to mislead and an absence of sincerity," Ms. Bourrel told the court.

saying the seriousness of the viola-tions deserved harsh punishment. Saint-Louis's 13.8 percent stake would not be affected by the pro-posed sanctions. A Paris court is to hold a hearing Feb. 25 on Nestle's request that the transfer of Perrier treasury shares to Saint-Louis be

The president of the commercial court, Gilles Ray, did not indicate how he might rule in the case. But he said Exor's lawyers had provided no explanation why an alleged agreement between Exor and Perrival had misled regulators er contained contradictory dates.

# Genscher Plays Down Polls On EC Currency Worries

BONN - Foreign Minister Hans-Dietrich Genscher said on Tnesday he was not worried about polls suggesting that a majority of Germans would like to retain the Deutsche mark rather than have a single European Community currency.

"I do not have the impression that there is resistance from the

people," he said. "The opinion polls are an incentive for us to increase our efforts to explain the usefulness of the introduction of a common European currency."

A poll published in Der Spiegel magazine on Monday showed 57 percent of Germans asked were against the introduction of a single EC currency. Only 20 percent said they were in favor while 22 percent expressed indifference.

German newspapers and independent economists have expressed concern that a future common currency would not be as stable as the mark, one of the cornerstones of Germany's postwar prosperity.

**CURRENCY RATES** 

Der lover Cond

#### MARKET DIARY

# **Uncertainty Erodes** Dollar's Strength

Tuesday but most of its gains came in early trading and it faded later in

"It was s skittish day. The market wants to move the dollar higher, but there is concern about the central banks," said Bruce English, chief corporate dealer at Canadian Impe-

#### Foreign Exchange

rial Bank of Commerce. The Federal Reserve and Bank of Japan jointly sold dollars at 128.23 yen Monday. Also holding the dollar back late in the day were comments from the Bundesbank's vice president, Hans Tietmeyer, and the Fed's easing of bank reserve requirements.

The dollar closed Tuesday at 1.6440 Dentsche marks, up from Friday's closing 1.6230 but down from the opening of 1.6458 DM. The U.S. market was closed Mon-

NEW YORK — The dollar rose

NEW YORK — The dollar rose
of a 0.6 percent rise in U.S. January
retail sales, there is "renewed optimism" for the dollar, said John Krey, an analyst at MCM Cur-

rencywatch.
Mr. English of Canadian Imperial Bank said the market anticipated that the interest-rate differential favoring European currencies over the dollar would soon dissipate. Weak German economic statistics are reinforcing that feeling, he said. However, traders said the mark

was buoyed by Mr. Tietmeyer's remarks that Germany was not lapsing into recession and that its economy should pick up later this year.

The mark also gained support from the Fed's lowering of reserve requirements that U.S. banks mus have on transaction accounts to 10 percent from 12 percent. The move

effectively eased credit. The dollar rose to 1.4854 Swiss day for a holiday.

The dollar ended Tuesday at 127.935 yen, a little up from the opening of 127.800 yen and from Friday's 127.900.

The dollar rose to 1.4854 Swiss francs from 1.4659 on Friday, but ended off its Tuesday midafter noon level of 1.4875. Similarly, the dollar rose to 5.5885 French francs from 5.5335.

#### **CREDIT:** Fed Eases Cautiously

(Continued from page 1) portant level of 8 percent, Reuters

reported. The bond market's reaction reversed what had been a 20-point gain in the Dow Jones industrial average, and the blue-chip barometer sagged back to close more than 20 points lower.

It was the first major change in reserve ratios for accounts since

#### N.Y. Stocks

Congress adopted the Monetary Control Act of 1980, although in December 1990, the Fed cut from 3 percent to zero the reserve requirements on some institutional depos-

"I don't think this is going to turn the world around, but banks will take any help we can get to strengthen our balance sheet," said Robert Dederick, chief economist of Northern Trust in Chicago. This is a response to demands for the Fed to do something. They have taken a very, very sharp scalpel and

are fine-tuning to a fare-thee-well." The Fed chairman, Alan Greenspan, on Wednesday will give Con-gress the central bank's half-yearly report of its monetary targets, as he is required to do under the 1980 law, The action on reserve requirements will provide some defense against congressmen who may accuse the Fed of not doing enough to stimulate bank lending and ease plunged 11%, to 54%, after the fi-

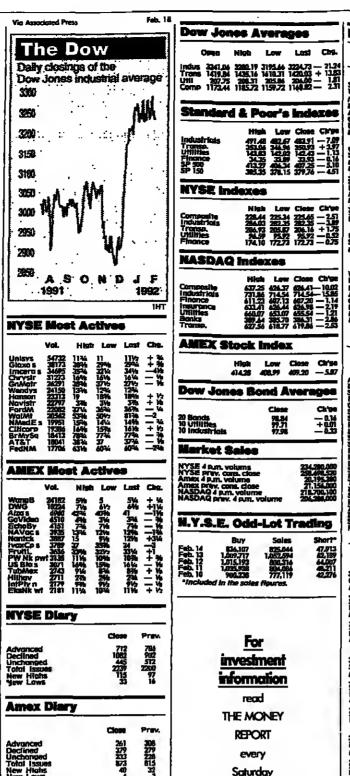
the credit crunch. But the bond market's very unfavorable reaction to the move Tues-mains highly leveraged because day, nicely calibrated though it much of the money raised when it may have been, underscored the went public last year was skimmed fine line Mr. Greenspan must off by entities controlled by the

HE and other members of the board fear to loosen credit until they are certain Congress and President George Bush will not cut taxes too heavily in an election year. The bond market's fears about mflation have driven long-term inter-est rates back to levels that prevailed before the Fed's aggressive

cut in the discount rate on Dec. 20. The Fed said that the move on reserve requirements would make more than \$8 billion in cash available for lending but did not say more precisely how much. Bond dealers reckoned it would free about \$12 billion from the banks' reserve accounts, which pay no interest, and the money would be then invested in short-term government funds, raising the demand for them and hence the price.

Big banks have a big reason to put the money into Treasury securities rather than new loans, Mr. Kahan of Fuji Securities pointed out. Virtually all the nation's money center banks must raise their capital to meet improved interna-tional standards of the Bank for International Settlements, Money in Treasury securities counts toward meeting these standards.
The Dow ended down 21,24 at 3,224,73. Declines beat out ad-

vances by a 10-to-7 margin. New York Stock Exchange volume amounted to 234.8 million shares. Marvel Entertainment Group nancial weekly Barron's reported that the comic-book publisher re-



#### Oil Prices Fall \$1.35 in New York

in the

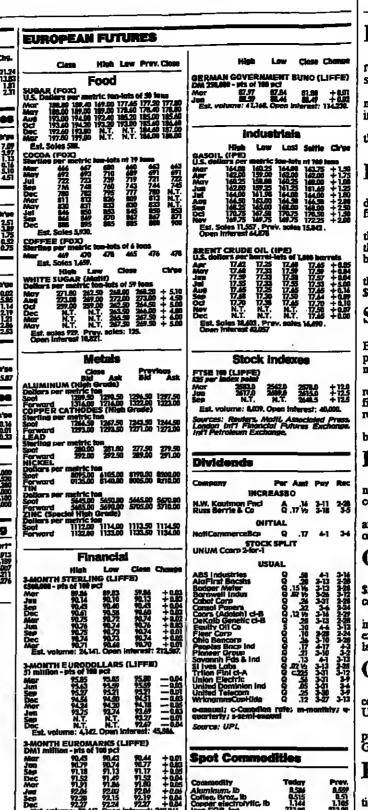
Compiled by Our Staff From Dispatches NEW YORK - Oil prices continued to slide Tuesday, a day after

NASDAQ Diary

a barrel of oil fell almost a dollar in London trading in the wake of an OPEC decision to cut production.

On the New York Mercantile Exchange, which was closed for a public holiday on Monday, a barrel of the benchmark West Texas Intermediate crude was down \$1.35 a barrel to \$18.11 in late trading. The Organization of Petroleum Exporting Countries agreed Saturday to reduce the group's output to 22.98 million barrels a day,

slightly less than had been expected. In London, a barrel of April North Sea Brent recovered to stand 5 cents higher at \$17.60 in late trading. (Reuters, AP, Bloomberg)



Spot Commodities

U.S. FUTURES

WHEAT (CBT)
5.000 bu min imum-dollars per bush
4.6252 3.177 Mar 4.75 4.25
4.25 2.5014 May 4.75 4.25
4.29 2.79 Jul 4.0594 4.6
4.30 3.2574 Dec 4.10 4.10
4.18 4.10 Mor 4.18 4.11
2.05 3.02 Jul 2.70 3.75
Est, Soles Prev. Soles 16,800
Prev. Day Open Int. 71,201 off 1,701

WHEAT (KCBT)

Grains

78.40 76.80 72.60 48.57 48.82 47.40 48.75 78.14 74.35 72.45 68.55 68.80 68.75

79.45 17.50 74.10 75.70 71.10 75.00 74.55 1.018

78.90 77.00 75.50 75.30 74.85 74.85

41.75 45.47 45.45 41.49 41.49 41.49 45.69

8.58 8.60 8.67 8.67 8.84 8.84 8.84 8.87

8,40 8,40 8,67 8,48 8,82

# U.S./AT THE CLOSE

bernan 7 1010 Defic

THE PERSON NAMED IN

55 SE .....

.

Elizabeth Parts North

BEATS NOT 1

Marine Marine

122 CE 'F .. T'.

BERLEIN THAN

Maraka a Latitution

gran Albinaria.

ಕಡಿತ್ರವ ಕ್ಷಮಿಕಾ ಅಭಿಯ

2000 F. St. - - -

The restriction of the

劉神寺(はずん)

双军 医上颌 化 ALTE DIA 12

The service of the se

逐出, 200 200 2

Disney Stock Rises on Plan for Split

LOS ANGELES (Combined Dispatches) — Wait Disney Co. shares rose sharply Tuesday on news that the company had set a four-for-one stock split, closing at \$147.375, up \$4.375, in New York.

The stock split, announced by Chairman Michael Fisner as a move to the Dispatch of the stock split, announced by Chairman Michael Fisner as a move to

make Disney shares more accessible "to a broader segment of the investing public," will be effective April 20.

Meanwhile, Hasbro Inc. declared a three-for-two stock split payable in the form of a 50 percent stock dividend. Its shares fell \$1.75 to \$38.25.

### IBM Unveils 13 New Minicomputers

NEW YORK (AP) — International Business Machines Corp. introduced 13 new models Tuesday in its minicomputer line that contain the first of a new generation of memory chips.

The chips can store 16 million bits of data, four times the capacity of the previous generation's chips. IBM, which designed and manufactured the chips. has been in a race with several Jananese computer companies to the chips, has been in a race with several Japanese computer companies to

IBM said its new computers were up to 70 percent more powerful than the previous generation of its AS-400 line. They range in price from \$10,200 to \$900,000 and are aimed at small to medium-sized businesses.

# **SEC Seeks to Help Small Companies** WASHINGTON (Reuters) — The chairman of the Securities and Exchange Commission, Richard C. Breeden, unveiled a package of proposals Tuesday intended to make it easier for small businesses to raise

Small companies would be permitted to use simpler forms when they register securities offerings with the commission and when they register securities offerings with the commission and when they disclose financial information to the public. Investors also would face fewer restrictions when reselling the stocks of such companies.

Mr. Breeden also wants to spur mutual funds to plough more of the billions of dollars that control into small commany shares.

#### billions of dollars they control into small-company shares. Phillips Petroleum to Cut 1,100 Jobs

BARTLESVILLE, Oklahoma (UPI) — Phillips Petroleum Co. announced Tuesday it would cut about 1,100 jobs next month as part of a cost-reduction program aimed at saving \$150 million a year.

About 850 employees and 100 full-time contract personnel are targeted at Bartlesville. Also affected will be about 150 employees at the Houston office. The rest will come from several field locations.

#### Court Papers Confirm Milken Deal

NEW YORK (Reuters) - Michael Milken has agreed to turn over \$500 million to victims of his securities crimes, court papers filed Tuesday .

The agreement is part of a \$1.3 billion tentative settlement that involves payments by former and current Drexel Burnham Lambert Inc. executives and the brokerage's insurers to dispose of numerous civil lawsuits, the papers said.

# GATT Gets Tuna Dispute Against U.S. GENEVA (Reuters) — The European Community and two dozen countries went to GATT, the world trade body, on Tuesday to contest a countries went to GATT, the world trade body, on Tuesday to contest a countries went to GATT, the world trade body, on Tuesday to contest a countries went to GATT, the world trade to the countries went to go the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT, the world trade to the countries went to GATT.

U.S. embargo on tuna imports intended to protect dolphins.

The European Community and the non-European governments are, pressing GATT's Council of Representatives to adopt the report of a. GATT dispute panel that ruled against the U.S. embargo.

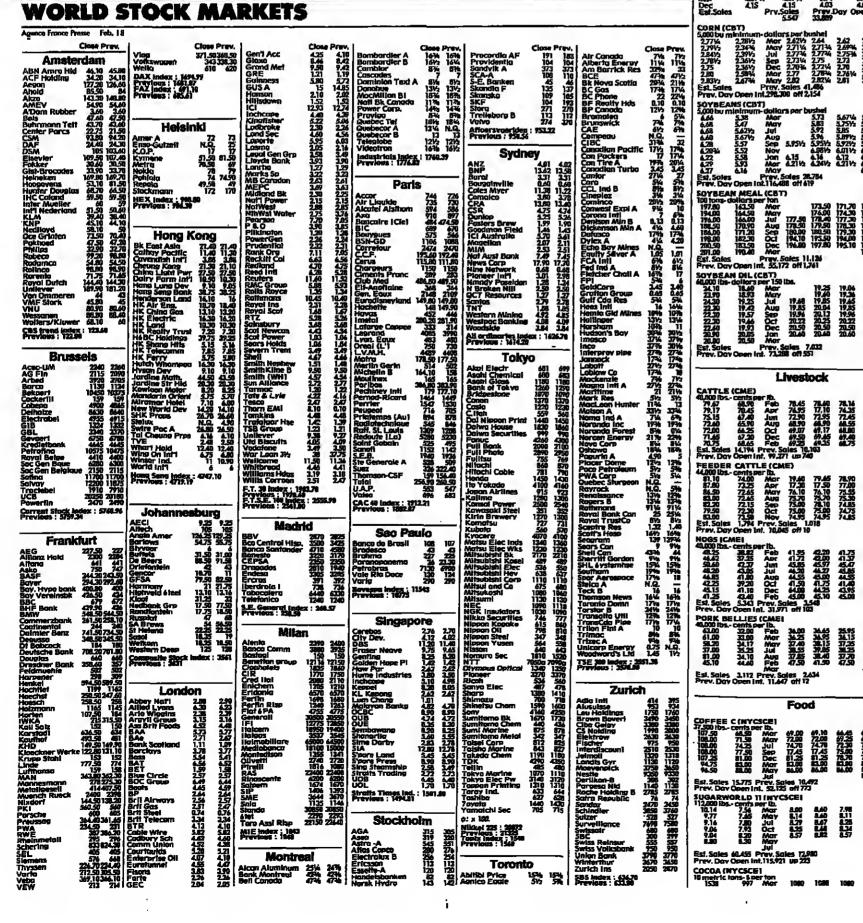
#### For the Record

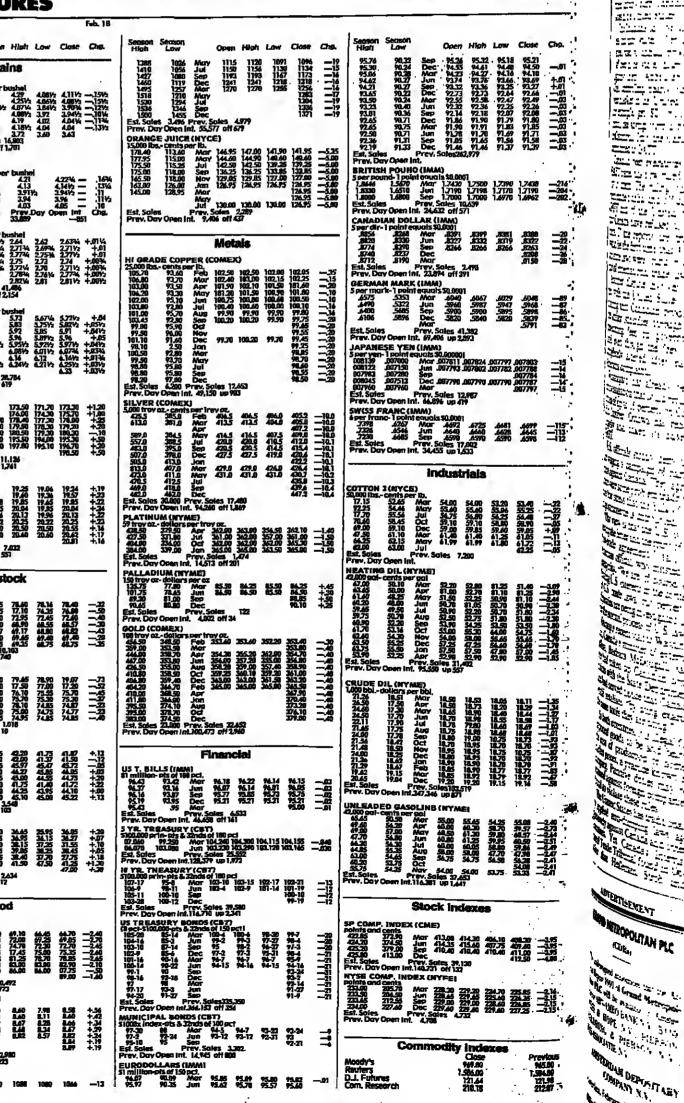
Merril Lynch & Co. said it had reached a deal for Tele-Communications Inc. to acquire 49.9 percent of Merrill's stake in Teleport Communications Group Inc. Terms were not disclosed. (Reuters).

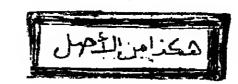
Centel Corp. shares rose \$1.75 to \$46.25 Tuesday after the company

Alumham, ib Coffee, Broz., to Copper electrolyti Iron FOB, ton Lead, ib Silver, troy az Steel (Scrap), ton Steel (Scrap), ton Tin, ib LONG G(LT (LIFFE) ES0,000 - pts & 32mds of 100 pct AAcr 96-67 97-28 Jun 98-12 96-04 said its board would solicit proposals to sell part or all of the company because of "indications of interest" it had received. (Reuters)

## financier Ronald Perelman







Compiled by Our Staff From Dispatches BONN -- The German current account swung into a deficit of 34.2 billion Deutsche marks (\$21.1 billion) lion) last year, after a surplus of 71.4 billion DM in 1990, the government announced Tuesday. It was the country's first current-ac-

INS

---

14 Vr (1748)

-- : 75)

್ಯಾಬರಕ್ಕ

- 2 - 5 - 525

er with the

1 : 19:5

1 7 7 7 7W 16

1.00年8月2年

The said of

VE CHESE

200

12.18

منتشاه الا

1. 19 35

1.500  $g(x)\ll \omega^{2}x$ 

... 2:2

31.05

100

7.7

. . . . 5

Traine:

\*\*\*\*

5. 1 12 Juli 24

-1.00

count deficit since 1981. The report on the current account, the broadest measure of a nation's trade, highlighted the de-cline in Europe's biggest economy, caused by a post-unification consumer binge and shrinking exports.
But the Federal Statistics Office tried to lift the gloom by saying that the deterioration in the country's trade position had "probably passed the lowest point" and should improve this year.

The current-account deficit for December was 1.7 billion DM. compared with a 1.7 billion DM surplus in December 1990.

Earlier, Egon Hölder, president of the statistics office, said the Ger-man trade surplus narrowed to 20.8

the current account would follow closely in line with a recovery in Eastern Germany.

The statistics office also said it had revised down January cost-ofliving data for Western Germany to show a 0.4 percent rise from December and a 4.0 percent rise from January 1991:

In Eastern Germany, prices rose 0.1 percent from November to December, bringing inflation there last year to 21.3 percent.

characterized by a boom in imports after unification the previous year, while exports fell back. Imports rose 12.5 percent to reach 645.4 billion DM and exports declined 2.2 per-cent to 666.2 billion DM.

Western Germany saw a decline of 84.7 percent in its trade surplus, to reach only 14.1 billion DM. (Reuters, Bloomberg, AFP)

Dassault Sales Dropped 16% in 1991

Compiled by Our Staff From Dispatches PARIS — Dassault Aviation announced Tuesday that sales fell 16.2 percent last year to 14.35 billion francs (\$2.6 billion), from 17.12 billion

francs in 1990, as orders dropped sharply.

At the same time, the company announced that talks with British Aerospace PLC about cooperation on building a military aircraft for operation in the 2020s were "beginning to gel" after nearly two years.

Dassault said that orders placed in 1991 totaled 12 billion francs, down 25 percent from 1990; this compared with a decline throughout the

#### TRADE: Squabbles Blemish Pact

brewers to suffer losses.

Lawyers for the American com-

panies said they intended to chal-

(Continued from first finance page) Pabet Brewing Co. were dumping in covanization of more than 100 na. British Columbia, causing Canadian organization of more than 100 nations that oversees world trade.

Armed with a GATT report cit-

ing Canadian limits on outlets where imported beer can be sold and the imposition of higher costs and markups for imports, the U.S. trade representative, Carla A. Hills, sent a notice to the Federal Regis-ter a few days after Christmas that Washington intended to impose punitive duties on Canadian beer.

by April 10: But Ottawa has a countercomplaint pending at GATT, asserting that beer-distribution laws in some states and some federal and state taxes unfairly curb Canadian beer sales in the United States.

The Canadians say the tax credits that many states offer companies, based on annual production of beer in the state, discriminate against: them. Anheuser-Busch Cos., controlling nearly half the beer market in the United States, for example, gets \$21 million of annual tax savings from a brewery in Columbus, Ohio, the Canadians complained to GATT.

Canadian beer executives say a GATT panel has now ruled in favor of them. The ruling has not been made public, and officials of GATT and of the United States and Canada have refused to comment. If the reports are true, it would be the first time that American state laws were found in viola-

tion of international trade laws. Another dispute involves lumber, with the United States complaining that Canadian producers get unlair subsidies through low tree-cutting fees on government land, even though the fees were completely altered after earlier

Washington has already begun an investigation that could result in duties of up to 15 percent on Canadian lumber. Ottawa has reacted angrily and taken its case to

U.S. officials stoutly deny they are waging a campaign of harassment against Canada. They agreed there were some problem trade sectors but stress that the bulk of the

huge commerce is untroubled.

Our view is that the U.S. is observing the letter and the spirit of the free-trade agreement," said an American official, who insisted on anonymity. "We are, of course, de-leading U.S. interests in the context of U.S. trade laws, but perceived disparities are being inves der the normal process of U.S. law."

During a recent visit to Washington, Canada's minister of external affairs, Barbara McDongall, said she had taken up Canadian com-plaints with the State Department and had served notice that Canada would retaliate "by using exactly

the same tools they are using." In both countries, it is illegal for imported goods to be sold below the cost of production or homemarket prices, a practice known as dumping. Punitive duties may be assessed against foreign companies found to violate these rules.

The United States has traditional ly applied anti-dumping laws agcountries. Yet Canada's International Trade Tribunal found in October that Heileman, Stroh and

ADVERTISEMENT GRAND METROPOLITAN PLC

The undersigned announces that the Anunal Report 1991 of Grand Metropol itan PLC will be available in Amsterdam at ABN-AMRO BANK N.V., BANK MEES & HOPE N.V., PIERSON. HELDRING & PIERSON N.V. KAS-ASSOCIATIE N.V.

AMSTERDAM DEPOSITARY

COMPANY N.V. m., February 13, 1992.

# billion DM last year, after 107.4 That Curbs

By Charles Goldsmith

Investments

BRUSSELS — The European Community criticized on Tuesday an American law that uses national security as a bar to foreign investment, saying the provision could be

"If in the future the concept of Mr. Hölder said trade in 1991 was national security were to be abused, by applying it to one or another key industrial sectors for essentially protectionist reasons, the damage could be very serious indeed," said a statement issued by the 12 EC government thereof the EC Comment the ments through the EC Commission.
The Commission asked for a

clarification of the law. The law is open to abuse, the EC said, because it does not clearly define national security and places no time limit on action by the U.S.

president to require divestime. Relations between the EC and the United States have been strained in recent months over U.S. demands that the Community

sharply reduce farm subsidies. The U.S. law requires that acquisitions affecting national security be screened by a special Committee on Foreign Investment, which can recommend the president order in-

vestors to divest assets. The Community said the U.S. wernment had generally applied the law in a way to avoid restrictions on foreign investment, but the legislation effectively requires potential investors to seek clearance before bidding in order to prevent calamitous divestment proceedings.

He said the EC statement was designed as a "warning" that a complaint might be filed with the Organization for Economic Cooperation and Development.

# Final Go-Ahead for Euronews

Lyon Is Chosen as Base for Europe's Answer to CNN

By Alan Riding

New York Times Service PARIS - Euronews, the future all-news European satellite channel, has gotten its final go-ahead with the selection of Lyon from among 17 cities to

become its headquarters.

The Geneva-based directors of Enronews made the decision Monday to proceed with the channel, which has been under discussion for more than a year. It should start broadcasting in five languages early next year, supported by a dozen state-backed

European television stations.

Hoping to reach an initial audience of some 23 million viewers with programs in English, French, German, Italian and Spanish, Euronews makes no secret of the fact that it aims to give a European perspective on the news as an alternative to the American view provided by Cable News Network. In this, it is not the first of CNN's international imitators, and it may not be the last.

Planning for Euronews was given a strong impe-tus during last year's Gulf War when, along with much of the rest of the world, European television stations found themselves dependent on CNN for

their coverage of many fast-moving events.

With an annual budget of \$50 million, Euronews will receive half of its financing from participating

television stations — France's Antenne 2 and FR3, Italy's RAI, Germany's ARD and ZDF, Spain's RTVE and other state-owned stations in Belgium, Greece, Finland, Monaco, Yugoslavia and Egypt. The European Community has agreed to provide one-quarter of the budget for five years, while

the balance will come from advertising and sponsorships. The new channel also has the backing of the European Broadcasting Union.
Euronews hopes to manage with a staff of only around 200, including 50 journalists, because its images will be provided by the 39 member stations

of the European Broadcasting Union. Eventually, it hopes to reach agreement with broadcasting unions from other regions of the world.

Distribution will be by satellite, at first only to Europe, North Africa and the Middle Fast, but Euronews will also be available through cable in many European countries. Each country will nor-

mally receive the same image, but with a "voice-over" commentary in its chosen language. The competition, though, will be stiff. Already viewers in much of Western Europe can watch programs from neighboring countries via cable. Further, the CNN format has been borrowed for 24-hour news in English by Britain's Sky News and for Spanish-language news by Galavision.

#### FIGHTER: Sweden's New Wings

recently Sweden's dominant party. said he opposed increased weapons

exports as a matter of principle. We are still living in an unsafe world, so I understand why we must have some exports," he said. But he added that "rather than invest in weapons exports, we need to help with education, research and the environment."

Yet even influential members of Mr. Carlsson's party disagree, ar-guing that the world has changed and that Sweden must look more appressively to world markets, particularly in the area of high-tech-

nology exports.

Carl Bildt, who became prime minister last fall, said the arms in- that the Cold War is over.

(Continued from first finance page) dustry was important to Sweden not so much in terms of employment or annual sales, but because of its in-volvement in high technology.

"What we do today is sophisti-cated electronics, sophisticated air-planes, high-precision goods at the very top end of what is produced in the Western world," he said. Government officials said they

were still opposed to marketing such wares in the Middle East or other war zones, a long-standing prohibition that has kept the Swedes out of some of the most incrative arms markets. Still, Mr. Bildt and others argue

that notions about political nentrality ought not to interfere with decisions about arms exports now

#### Elf Set to Drill In Kazakhstan

Bloomberg Business News PARIS — Société Nationale Elf Aquitaine said Tuesday that it had signed an oil exploration and pro-duction contract with Kazakhstan.

The accord follows a similar agreement Feb. 6 between the French state-controlled oil company and the Russian republic. Both accords came in the framework of a pact signed by Elf and the former Soviet government in May 1990.

Under the new accord Elf will be sole operator of an oil field extending over 20,000 square kilometers (7,720 square miles) southwest of Aktyubinsk. Production is to start

# 

#### Very briefly:

 AEG AG the electronics subsidiary of Daimler-Benz AG, plans to shed about 1,300 jobs at its unprofitable AEG Olympia office technology unit as it withdraws from the typewriter busine

Enso-Gutzeit Oy, a state-controlled company in Finland, plans to build a 2 billion markka (\$454.2 million) newsprint plant in Eastern Germany. • Tarmac PLC and Steetley PLC require British Monopolies and Mergers Commission approval for their proposed joint venture for building materials, the Trade and Industry Ministry decided; Redand PLC is seeking to acquire Steetley if the venture falls through.

• Les Nouveaux Constructeurs estimated it had a 69 million franc (\$12.5 million) loss in 1991, compared with a 114 million profit in 1990, and it forecast a 62 million franc loss for 1992; the big French construction company said it expected to ally with "a European partner" this year. . Lenin's portrait is to be effaced from ruble notes and replaced with an as-yet undesignated substitute; the central bank chief said the redesign did not indicate plans for a new currency.

in 1995, and the company is plan-ning to invest several hundred mil-

# Carlyle

Discerning visitors to New York select The Carlyle, one block from Central Park, for its consistent excellence.

Each guest accommodation has a dedicated line FAX, color cable TV, VCR, stereo and CD player. A new Fitness Center is available for our guests.

A proud recipient of the Mobil Five-Star Award for 24 consecutive years.

Madison Avenue at 76th Street New York 10021 Cable The Carlyle New York Telex 620692 Telephone 212-744-1600 FAX 212-717-4682

Member of The Sharp Group since 1967

# It's true!

MONEY MAKES MONEY

MANAGED FUTURES ACCOUNTS **Guaranteed Capital Program** 

Over 30 Years Of Experience

write or oul today **DUNN & HARGITT INT'L GROUP** 

dept. HW292 Lloyd George, Box 5, 1050 Brussels - BELGIUM Tel. (2) 640 32 80 - Fanc (2) 648 46 28 Not available in Belgium & U.K.

#### ROYAL FCP MANAGEMENT S.A.

Société Anonyme 2, boulevard Royal, Luxembourg. R.C. Luxembourg B-28867.

DIVIDEND ANNOUNCEMENT The BARCLAYS GLOBAL FUND will pay on February 28th, 1992 a dividend of U.S. \$0,10 per share to the Unit-holders on record February

ed ex-dividend on February 20th, 1992.

The Board of Directors of ROYAL FCP MANAGEMENT S.A. Société Anonyme

#### ROYAL FCP MANAGEMENT S.A. Société Anonyme

2, boulevard Royal, Luxembourg. R.C. Luxembourg B-28867.

DIVIDEND ANNOUNCEMENT

The ORIENT FUND will pay on February 20th, 1992 a drynend of U.S. \$0,10 per share to the Unit-holders on record February 20th, 1992. Shares will be traded ex-dividend on February 20th, 1992.

The Board of Directors of ROYAL FCP MANAGEMENT S.A. Société Anouyme

# **UBZ EURO-INCOME FUND**

2, boulevard Royal, Luxembourg. DIVIDEND ANNOUNCEMENT

UBZ EURO-INCOME FUND will pay a dividend of SFr 0,10 per share on February 28th, 1992. Shares will be traded ex-dividend as from February 20th, 1992.

The dividend is payable to holders of bearer shares against present coupon no. 3 to the following: BANQUE INTERNATIONALE A LUXEMBOURG 2, boulevard Royal, 2953 Luxembourg GRAND-DUCHY OF LUXEMBOURG

The Board of Directors of UEZ INTERNATIONAL TRUST MANAGEMENT S.A. Société Anonyme

# Tight capital. Shrinking resources. Growing competition. What a great business climate.

Don't misunderstand us. We're no happier about the economic environment than the next company. But at Honeywell, this decade is opening up unique opportunities that position us for continued growth

creating less waste. More profit.

In turn, less energy and materials waste means customers can more easily (read less expensively) meet increasingly stringent environmental laws. Not the

industry and aviation. Here and in 90 countries on six continents. It's this broad-ranging geographic and market presence that inherently adds to our ability to weather economic cycles.



all the way to the year 2000.

Honeywell's business is controls. Sophisticated ones. Controls that perform thousands of jobs that are too fast, precise, remote, boring, labor-intensive or dangerous for people to do.

And that, it turns out, also helps our customers cope in a tough economy. By making the most of what they have in capital, resources and personnel.

So as energy prices increase, our customers can keep their costs under control. Sometimes they're even reduced. And as raw materials become more valuable, our controls help factories and plants make more efficient use of them,

least of which are the new rules in the U.S. Clean Air Act.

There are other benefits as well. Like how our controls keep people safer and make them more efficient and comfortable.

Where has all this taken us so far?

To the enviable market position as the global controls leader. Honeywell controls are in 60 million American homes and 40 million in Europe. Our avionics equipment is on virtually every aircraft in the western world. And we have the largest installed base of distributed industrial process control in the world.

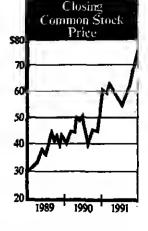
One thing more. We supply and service control systems for homes, buildings,

That's one reason our stock price has gained value steadily every year since 1989. (Not coincidentally, that's when we refocused our efforts on the controls business.) See for yourself on the graph.

Better yet, write us for complete information today, see

Honeywell Investor Relations. Honeywell Europe, Ave. du Bourget, 3, 1140 Brussels, Belgium.

Or give us a call, (322) 728-22-76.



# Honeywell

Helping You Control Your World

Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

.15

塔

Ä 1.00e

3

*9*5

2.17

.93

1,97 2.50

258 1,15

27

,10 22

2007 42 14 59 22 12 45 62 81 124 94 13

的不是这样,不是不是有的的。 1995年,我们是不是不是一个,我们就是一个,我们是有一个,我们是有一个,我们们是一个,我们们也是一个,我们们也是一个,我们们们的人,我们们也是一个,我们们也是一个,我们

野に呼ばればの時間がある。 ののでは、 のでは、 のでは、

LOW 4 P.M. CITY

ないのないのないのでは

IN THE WINDS THE STREET WAS A S

本 14 1444444

677477488552774971

ដ

1.24 ,40 걟

4

.00 .00 .00

13

Ū 1,44

NASDAQ prices as of 4 p.m. New York time. his list compiled by the AP, consists of the 1,000 nost traded securities in terms of dollar value. It is

Div Yid PE 100s High

16 32

48 24e

.20 .40

在新兴社公共的国际政治社会,从《大学》, 1946年, 1948年,1

SE THE NAME OF THE PARTY AND PARTY A

ACCOUNTS OF THE PROPERTY OF TH

THE THE PARTY OF T はいからのはないでは、1920年には、1

Low 4 P.M. Ch's 学 一种 特 1,3

3614

1141216174 \*\* 252217218447150 Herapanian de Partines de La Company de La Caralle de La C

.47 17 128 **想** 第 .20 40, 20 .26

1.00 1449KH

|\$P\$||\$P\$||\$P\$||\$P\$||\$P\$||\$P\$||\$P\$|

2.9 17

샕

74480812

1.90

独

.07 .20 2.00

788 XX

श्रीकृषिक्षास्य । अ

설 왕

ASSILLED

STALL SY STATES

STALL SY STALL

STAL

.84

.56

1,00

.20 .40 1.10b

| 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 | 1945 

THE CHILD BY A STATE OF THE CONTROL OF THE CONTROL

21% 5% CONTROL OF CONT DI Ind
DRACE
DI Ind
DRACE
DAVIDE
DAVIDE
DAVIDE
DAVIDE
DAVIDE
DAVIDE
DECORDI
DE

7 OCILIADO SE A CONTROL DE SENSIONE DE SEN 

30 .84 7<u>7</u>

.40 .30

1000

₹.

15153 13 15

122 127 500

1,72 28

.52 .90 1,10 7.5 2.2 3.8

.12 500

.10

핂

25世界的人,这个人,我们是这个人,我们是这个人,我们是有什么的,我们是有什么的,我们也是这个人,

4444 1510 THE SECTION SECTION

10年,大阪大阪

では、100円である。 100円である。 100円では、100円である。 100円である。 100円である。 100円である。 100円である。 100円である。 100円である。

.400 144 149 144 =

45 19 3,12

13 Z

1.40 1,20

63

1.75 16

330 9.D

260 2.1 120 1.0 257 2.2

4.50 4.2 12 4.2

1.80

CH Miss 24 Kier Vu Vs Kootu 3h Koore 3h Koore 3h Koore 3h Koore 3h Koore 3h Koore 3h Lobert 15h Lobert 15h Lobert 2h Lores 64 Lores 3h Lores 15h L

The company was the control of the c

And the second management of the second seco

The Wall of the Party and

A CONTRACTOR OF THE PROPERTY O

Same Link Miller West

がいた。 のでは、 等公司公司的是不是公司的公司的是是不是不是不是的人。 1912年1日 1912年1日 1912年1日 1913年1日 19

大きなないでは、 からは B とればれる 11万万年から 

ned unit

記書

EXERAMONTH Subscription
REE with a 12 month subscription Stock! InN TREE MANAGEMENT EC and the White House Move to Accept Russia 38 Soviet Union's Successor West's De Forto Recognition Comes Lock in big savings
Lock in big savings
when it plus order
to the Mail vous toll-free
issues or cal 37 84 8585.

today of 437 84 8585.

Francery: 0130 As Coorbooksee Routiles Real Soviet Union & Spreeze West's De Foods to Beauty to the Court of the Party of th SAVE UP TO West's De Fords Recognition Come Soviet Union's Sprage West's De Fourto Recognitives Comme Rates go up April 1st. West of the French Respignition Commen Soried Union & Success As Coolugates Reading Reading Men's the forest Recognitions S

Subscription Rates & Savings off IHT newsstand Prices.

For information concerning special hand-delivery in other major German cities call toll fre Germany at: 0130-848585 or fax (069) 69.48.94. Rates do not include free issues.

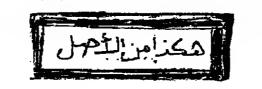
For Madrid, hand-delivery is available by morning, but without the free issues.

\*\* At these rates, hand delivery is available by marring in Barcelona, the same day in Seville and the

Stavanger, Stockholm, Goteborg and Malmo.

next day in Bilbao and Valencia.

Country/Currency		12 months subscription	12 months newsstand rate	6 months subscription	Yes, I want to start receiving the IHT. This is the subscription term I pre (check appropriate boxes):
Austria (air mail)	A. Sch.	5,500	9,100	3,000	12 Months (364 issues in all 6 Months (182 issues in all
*hand delivery	A. Sch.	5,800	9,100	3,200	with 52 bonus issues). with 26 bonus issues).
Belgium	B.Fr.	12,000	20,020	6,600	
Denmark	D.Kr.	3,400	4,732	1,900	My check is enclosed (payable to the International Herald Tribune).
Finland	F.M.	2,200	3,640	1,200	Please charge my: American Express Diners Club VISA
France	F.F.	1,700	3,094	935	☐ MasterCard ☐ Eurocard ☐ Access
Germany (mail)	DM	640	1,092	352	LI MOSIEI COI'O LI BUTOCOITO LI ACCESS
— *hand delivery	D.M.	810	1,092	416	
Great Britain	£	175	291	96	
Greece	Dr.	57,000	91,900	31,400	CARD ACCT, NO.
Ireland	£Irl.	195	346	107	
Italy	Lire	450,000	800,800	250,000	EXP. DATESIGNATURE
Luxembourg	LFr.	12,000	20,020	6,600	
Netherlands	FL.	650	1,183	360	NAME
Norway (airmail)	N.Kr.	3,000	5.096	1,650	
— *hand delivery	N.Kr.	3,200	5,096	1,760	
Portugal	Esc.	40,000	72,800	22,000	
Spain (mail)	Pics.	40,000	69,160	22,000	ADDRESS
	Ptos.	43,500	69,160	24,000	
— **hand deliv. Madrid	Ptos.	55,000	69,160	27,500	
Sweden (airmail)	S.Kr.	2,600	4,368	1,430	CITY/CODE
— Thand delivery	S.Kr.	3,100	4,368	1,700	
Switzerland	S.Fr.	540	1,092	295	COUNTRY
Rest of Europe, N. Africa, former French Africa, Middle East	\$	600		330	TR.
Rest of Africa, Gulf States, Asia Central/Latin America	\$	750		412	10.



Return your completed coupon to: Subscription Manager,

IHT, 181 Avenue Charles-de-Gaulle, 92521 Neuilly Cedex, France.

This offer expires March 31, 1992, and is available to new subscribers only.

INTERNATIONAL HERALD TRIBUNE, WEDNESDAY, FEBRUARY 19, 1992

Company

Tuesday he was resigning but denied it was a result of ten-

sions with the two American Baby Bells that own more than

Peter Troughton, a Briton

who has been in charge of New

Zealand's biggest company since 1988, denied reports he

clashed with Ameritech Corp.

and Bell Atlantic Corp. over

Telecom announced carn-

ings for the first nine months of

1991 that showed it was on

track to reach a budgeted 401 million New Zealand dollars

(\$216.8 million) profit for the

year. Telecom said net profit

for the nine months totaled

290.5 million dollars, up 17 per-cent from the like 1990 period.

But Telecom said competi-

tors in New Zealand's newly

deregulated telecommunica-

tions industry were cutting

Telecom's main competitor

is Clear Communications,

which has grabbed about 9 percent of the country's mar-

ket share in the first nine

months of its existence. Clear,

with ownership split evenly between Todd Corp., Televi-sion New Zealand, Bell Cana-

da and MCI Communications

Corp., has just 270 employees.

at Telecom, which has almost

14,000 employees, with an ag-

gressive pricing policy.

Mr. Trooghton acknowl-

edged there had been tension

with the two U.S. regional

phone companies, which own

68.3 percent of Telecom,

But it has caused headaches

into its markets.

handling competition.

two-thirds of the company.

# \* Are the Japanese Opening the Door? U.S. Executives See a Growing Light

By Stuart Auerbach

Washington Post Service
WASHINGTON — While President George Bush's trip to Japan last month has been widely seen as a political disaster, some corporate ex-ecutives who deal with Japan are viewing it as a success that could produce expanded business and create the jobs for American workers the president said he was seeking.

Some executives, including several who went to Japan with Mr. Bush, said in recent interviews they were seeing signs the trip could help their efforts to sell not only in

Japan but also in the rest of Asia.
William J. Wheeler, a comporate
vice president of FMC Corp., was in Tokyo to open a new office for his company a week after Mr. Bush's visit. He said he immediately noted a new willingness to buy U.S. products.

"The trip was a commercial success," said Mr. Wheeler, whose company makes a variety of products from agricultural chemicals to street sweepers. "We believe that it

created greater opportunities."

He added that the Japanese were clearly concerned about the political situation" and that he believed they had opened the door "a bit" as a result of uneasiness about anti-Japanese feelings in the United

Guardian Industries Corp., which has complained to the adainistration and Congress that a cartel of Japanese competitors has kept it out of the commercial glass market, believes that an agreement between Mr. Bush and Prime Minister Kiichi Miyazawa to open that market now gives it a chance of

succeeding in Japan. Without the political effort from the president in concluding the agreement, we stood a very small chance of succeeding," said

COMPANY RESULTS

Companies are reporting new opportunities even in the business of selling U.S. made auto parts to the major Japanese producers, a sector where American companies are battling what they feel is the false — though widely held — view in Japan that their products are inferior

John P. Reilly, president of Tenneco Inc.'s auto-parts unit and who

The trip was a commercial success. We believe that it created greater opportunities.'

William J. Wheeler

of FMC Corp.

also was on the trip with Mr. Bush, reported after revisiting Japan this mouth that Japanese automakers were taking steps to buy U.S.-made parts for their plants in Japan and

the United States. Mr. Reilly said that U.S. parts anufacturers had been invited to join the design process for 1995 model cars, seen as a crucial step in

winning a big share of orders. Greenberg of American Internadiscussion in Tokyo would allow the U.S. company to sell commer-cial and industrial insurance to Japanese corporations that now deal only with domestic companies related to them through interlock-

ing ownerships. Robert Galvin, an executive with

Revenue and profits or losses, in millions, are in 1,920, 25.50 8.44 McDermott inti | Ath Goar | 1991 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 1996 | 199

Peter Young director of international business for Guardian. "It's still an open question whether we will, but now we have a chance."

Motorola Inc. who has more than 30 years' experience in dealing with Lapan, said last month that U.S. companies would begin to see in increase by the end of the year in Japanese orders as a result of the president's trip. But he said that it would take until 1994 for the full

impact of the effort to be felt. To make sure that happens, the American side of the U.S. Japan Business Council, which has just met here, reportedly is pressing the Japanese side to end corporate protectionism. This aims at the keiretsu system, the Japanese business practice of dealing only with a network of companies related by cross-ownership that prevents out-

siders from breaking through.

The U.S. side also wants the Japanese to set specific targets for inchiding American companies in

their buying plans. In a move to bring the squabbling U.S. and Japanese auto in-dustries together, U.S. officials said they were urging the Ministry of International Trade and Industry to push the top six Japanese automakers to live up to their commitment, made during the Bush trip, to continue discussions with the Big Three U.S. car companies.

The U.S. side, which wants these talks, invited the Japanese side to Detroit this month to discuss ways to ease the path for U.S. carmakers to sell in Japan. The Americans have no network of dealers in Ja-On the services side, Maurice R. pan, and with most dealerships controlled by Japanese manufactional Group Inc. said Mr. Bush's turers. U.S. automakers need their competitors' cooperation to sell in

After one meeting in Tokyo dur-ing the Bush trip, the Japan Automobile Manufacturers Association agreed to further sessions.

But late last month, the president of Nissan Motor Co., Yutaka Kume, lashed out at Lee A. Iacocca, chairman and chief executive of Chrysler Corp., who had sharply criticized his Japanese counterparts as "outrageous and

Mr. Knme said he had "no intention" of attending another auto summit because such meetings were "legally risky" on antitrust grounds.

#### Malaysia Plans Ceramics Plants

The Associated Press KUALA LUMPUR - The public enterprises minister said Tuesday that the government was making detailed studies of Malaysia's clay and kaolin deposits in an el-

the clay reserves of Perak state alone were worth 200 billion ringgit (\$77.1 billion) and kaolin reserves 50 bil-lion ringgit. Kaolin is a fine white

clay.

Wearne Blake Bearne & Co. of
Britain has formed a joint venture
with a Perak state company to
build a clay processing plant, he

#### China Wants Foreigners Director To Help It Build Dam Quits at Compiled by Our Staff From Dispatches N.Z. Phone

BEIJING - China said Tuesday it would solicit foreign loans, technology and parts in building the world's largest hydroelectric dam, a sign that the the controversial Three Gorges project on the Yang-tze was almost certain to go ahead. WELLINGTON — The managing director of Telecom Corp. of New Zealand said

The dam has not yet been formally approved by the government. But after months of positive official comment and publicity in the staterun media, approval seems guaran-teed. It is expected to come when the National People's Congress, China's rubber-stamp legislature, holds its annual meeting in March.

The dam would generate 17.6 million kilowatts of electricity, compared with 12.6 million kilowatts produced by Itaipu in Brazil

"We need foreign experience during construction, and we are in-terested in securing foreign loans," the China Daily newspaper quoted

Zhao Chuanshao of the Ministry of Water Resources as saying. Mr. Zhao is in charge of the ministry's international cooperation unit. Government reports say the dam

will cost \$10.45 billion at 1990

prices, but critics assert it will cost Mr. Zhao said China was willing to import key technology, material and parts to build the turbogenera-tors and transmission lines. "We can also cooperate with leading foreign companies to manufacture some parts," he said. He did not

be allowed to foreign companies. Some foreign engineering companies have expressed interest in participating and have taken part in feasibility studies. A Canadian consortium headed by Lavalin Inc. conducted one such study and concluded in 1988 that the project would be safe and beneficial.

make clear how large a role would

(AP, Reuters)

#### Fletcher's Net Falls, Rebound Seen

AUCKLAND, New Zealand - Fletcher Challenge Ltd., New Zealand's largest industrial company, suffered a 60 percent fall in first-half earnings and cut its dividend, but said Tuesday that prospects next year would be brighter.

Fletcher's net profit for the six months to Dec. 31 fell to 151.6 million New Zealand dollars (\$82 million), from 376.3 million the year before, and the company predicted that the full year's result would drop to about 300 million dollars, from 555 million.

The company, which has international energy, forestry and building interests, cut its dividend to 7 cents a share from 11.5 cents, but said it would reduce debt and enhance its appeal to foreign investors.

#### Bankruptcy Reprieve for Alan Bond

SYDNEY — Alan Bond won Tuesday another two weeks to fight a bankruptcy notice that seeks to reclaim 194 million Australian dollars

Mr. Bond, whose 10 billion dollar empire began crumbling under debt two years ago, is challenging the validity of the notice, handed to him as he stepped off a plane in December.

A federal judge on Tuesday gave Mr. Bond until March 2 to comply with the notice, issued by three banks led by Hongkong & Shanghai Banking Corp. If Mr. Bond fails to pay, the banks can seek the appointment of a trustee to take over his assets.

Investor's Asia Section | Strate Annual | Act 36 | Ace 25 |
Section | All Configurates | Ace 25 | Ace 25 |
Solver | All Configurates | Ace 25 | Ace 25 |
Ace 25 | Ace 25 | Ace 25 | Ace 25 |
Ace 26 | Ace 26 | Ace 26 | Ace 26 |
Ace 27 | Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 | Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
Ace 27 |
A Marzenbark (V25,44) 1.473.03 1.477.35 1,122,24 (,147.68 ->1.25)

#### Very briefly:

 HSBC Holdings PLC, parent of Hongkong & Shanghai Ranking Corp., has established an American Depositary Receipt program with Morgan Guaranty Trust Co. in the over-the-counter market in New York. Toyota Motor Corp. and Nissan Motor Co. said their exports in January

dropped 3 percent and 1.1 percent respectively from a year earlier. • Proton Cars United Kingdom, the British sales operation for the Malaysian-made Proton Saga, expects sales to nearly double to 25,000 units a year by 1995.

 An assistant U.S. commerce secretary, Thomas J. Duesterberg, heads a delegation from the President's Export Council that arrived in Taiwan for a five-day visit to back American bids for contracts in Taiwan's multibillion-dollar development plan.

#### EC Assails U.S.-Japan Car Parts Pact

TOKYO - Sir Leon Brittan, the European Community's competition commissioner, on Tuesday criticized the Japan-U.S. agreement to boost purchases of American car parts as a "bad idea" and discriminatory. Sir Leon said he had told Finance Minister Tsutorau Hata that such agreements were inconsistent with support for an open trading system. "It's an example of managed trade which I hope isn't going to spread," he said Japan's car industry said in January that it would boost purchases of U.S. car parts to \$19 billion in the financial year ending March 31, 1995.

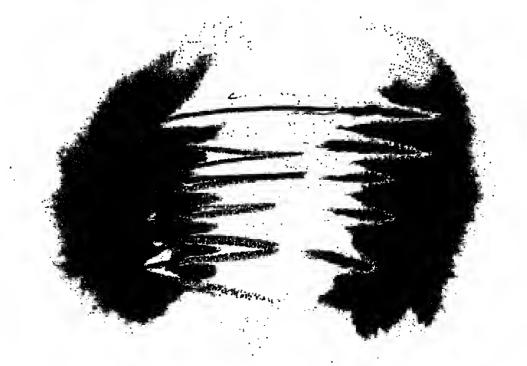


#### CS Holding. Even more than the sum of its parts.

The companies which ore brought together under the CS Holding roof ore characterised by their geographical diversity and their highly individual carporate cultures. They all benefit fram each ather's expertise, and they are adept at creating and exploiting synergies, whether in infrastructure ar through crossselling. This has helped to make CS Halding one af the most important financial services groups in the world today.

Our clear, open and decentrolised organisational structure provides ideal conditions for the individual companies to aperate and flaurish. The success of this corporate philosophy is borne aut by the Group's leading position in securities underwriting, osset monagement, mergers and acquisitions, derivative products, securities trading and commercial banking.

This clority and openness extends to our internal and externol business policy – which is yet another advantage for our mony shareholders around the world. And one more reason why you might want to



The following companies make up CS Holding:

Credit Suisse • CS First Boston, Inc. • Leu Holding Ltd. Electrowatt Ltd. • Fides Holding • CS Life

> If you would like to know more about CS Holding, please call us at 1-212 02 90 or fax your business card to 1-333 28 59.

CS Holding • Nüschelerstrasse 1 • CH-8021 Zurich

# England-France 'Friendly'?

ONDON — The point has been legitimately made that if France and England cannot share a playing field without some hotheads reenacting Waterioo, what hope is there for a single European market?

Last weekend's continuation

of rugby hostilities at the Parc des Princes is a preinde to a "friendly" soccer encounter between the two countries at Wembley on Wednesday night.

Of course, nationalists on both sides of the Channel are stirring the waters. They reckon that for the sake of French honor - for revenge — Michel Platini's allconquering soccer team must beat England in London.

The reasoning is unsound. Equating the round-ball game with the oval derivative is sourious. So, too, is the old nonsense on which I was raised — as were my French friends - that rugby was for sophisticated, educated fellows while soccer was for the marauding underclasses.

Well, gentlemen, Wednesday is soccer's opportunity to show that its players - win, lose or draw - can take it like men and not stamp on anybody's head or gouge at their eyes.

A confession: Although I much preferred soccer in my adolescence, my school placed lofty prestige in rugby. Thus Hughes junior was obliged to perish in and around a rugby scrum before sneaking off to indulge in semipro soccer.

Having got that prejudice off my chest, let me sympathize with Platini. He is building France's best team for a decade; he brings France to Wembley for the first time in 23 years, and he is ambushed by reporters seeking to link his purpose to that of the French rugby coach, Pierre Ber-

The first question he must have seen coming: "Michel, bearing in mind what happened in Paris on Saturday, do you think you must restore your country's honor on Wednes-

Platini is not as open or as innocent as the British press took him to be. For a start, he forgot the English we know he possesses and considered his answer during a quite unnecessary trans-

"I don't know about rugby," he blandly replied. "I am the manager of the football team There are things between France and England in rugby, but with

football we have no problem tial successors. Manager Taylor with you, nor you with us."

Quite. When it takes a neighbor 23 years in come an hour's plane flight for a friendly ex-change there has been precious little opportunity for problems.

The press, of course, pressed him further. Surely France being soundly beaten at both rugby union (the supposed amateur code) and rugby league (professional) in successive days wounded the soul somewhat?

'Ah, but we beat you at tennis!" he noted. "And at pé-

He had England's newshounds there. When you are sent scurrying for a dictionary to find that petanone is a form of boules played chiefly in southern France, you are beaten by the

Platini needs no false causes to stoke up pride in his men. They have the opportunity that came



to him as a player only in a belated exhibition match: to perform at Wembley, which, even to the French, is a shrine.

They will be told, as always under Platini, to go for victory, and to give it as much style as they dare. They will be primed about the strengths and weaknesses of England by coach Gerard Houllier, who studied and taught in Liverpool before eventually becoming Platini's right-

Having won all eight European Championship qualifying matches, France will not retreat now. Platini plays it characteristically straight by fielding his strongest side, with Eric Cantona restored alongside Jean-Pierre Papin in attack, Any memories to crase have nothing to do with last Saturday, and everything to do with the 5-0 score by which gland overpowered France at Wembley in 1969.

NGLAND approaches the game more circumspectly. The meeting is a rehearsal for the real thing in the European finals in Sweden on June 14, and England's manager, Graham Tay-lor, has made seven changes from his last selection.

He rests the captain, Gary Lineker, whose days are numbered. Lineker will, if fit, play in Sweden, but after that he will retire from international soccer.

So it is time to examine poten-

says it will take two to replace Lineker, and on Wednesday the untried pairing of Sheffield's spontaneous David Hirst and Southampton's industrious Alan Shearer gets first shot at it.

Injuries in Paul Gascoigne and David Platt force midfield er whose form took 15 months to restore after snapping an Achil-les tendon, is restored.

But the play-making could pivot on Nigel Clough, the son of a one-time England goalscorer and still the most ontspoken club manager in the land. The youn-ger Clough is calculating, bril-liant at bringing others into play, and an orcbestrator whose quickness of thought compensates for pedestrian lack of accel-

Two more new caps are in the defense. At right back is Rob Jones, 19, who in a matter of months has gone from fourth division Crewe Alexander to first division Liverpool.

And at center back, chosen to keep Papin quiet, is Martin Keown, who has transferred from Arsenal to Aston Villa to Everton to build up his solid, sensible, competitive reliability.

The last line of that defense is

also something of a gamble. Chris Woods has never let his country down, but he is chosen now as an act of faith. On Saturday, Woods conceded six goals in 18 minutes - an English first division record — during Arse-nal's 7-1 annihilation of Shef-

For him personally, and for both team managers, this could be a thoroughly testing and in-triguing friendly. Platini's boldness matched against Taylor's experiments make it such.

The English police on Tuesday charged Gary Blissett, a third division forward for Brentford, with causing grievous bodily harm during "play" — the first time criminal charges have been brought against one player clash-

ing with another.

The allegation is that Blissett deliberately used his elbow to break the cheekbone and nose of the Torquay defender John Uzzell, who may never play again. It is a damning indictment on soccer and of the growing foul use of

We must not allow soccer to become as willful, as self-wounding, as that other game.

But the status of Cal Ripken, Barry Bonds, Rob Hopher to on the stoff of the Sanday Times.

Il you want to get all the brains tour b.



# Arbitrator Awards Cone Record \$4.25 Million The Associated Press NEW YORK — The New York 15° right-hander David Cone 5 awarded in similar pitchers, specifically when contracts awarded a record \$2.7 million.

Mets' right-hander David Cone was awarded a record \$4.25 million in salary arbitration on Tuesday when his figure was picked over the

team's \$3 million offer. Cone was 14-14 with a 3.29 carned run average last season and made \$2.35 million.

His new salary tops the \$3.35 million awarded in arbitration last winter to the Pittsburgh Pirates' right-hander Doug Drabek.

Cone's agents, Stephen Fehr and Richard Moss, compared their cli-ent to Chuck Finley of California, who will average \$4,625,000 in a four-year deal, and to Greg Maddux of the Chicago Cubs, who signed for \$4.2 million. The Mets argued before the arbitrator Nicholas Zomas that Cone was asking for too large an increase. They pointed to Drabek, who was 15-14 last season after

\$1.15 million raise. New York had offered Cone a \$650,000 raise while he asked for -

"We felt it would be a difficult

and got -a \$1.9 million increase.

cally when comparing it to Greg Maddux's contract," said the Mets' general manager, Al Harazin. The sides argued Monday for ap-

proximately 51/2 hours before Zumas, who was deciding his second case. Last year he picked the \$800,000 offer of the Chicago White Sox over the \$1.02 million request of outfielder Cory Snyder.

Cone is eligible for free agency after the season and the sides stale mated when they attempted to negotiate a multiyear deal. They tried to work out a one-year contract, but gave up that attempt on Friday. Owners lead 10-5 in cases decided by hearings.

The Pirates and John Smiley avoided arbitration when they came to terms on Tuesday, as did Mike Devereaux and the Orioles. Six more players settled on one-year deals Monday, leaving 10 in arbitration with four days remain-

winning the Cy Young Award and agreed Sunday to \$4.5 million, a ing in the process. Smiley signed a one-year con-tract said to be worth \$3.44 million just hours before an arbitrator was to hear the case. Smiley asked for

ing on a contract that would pay the center fielder \$1 milion for the 1992 scason.

Devereaux, 28, had sought, \$1,075,000 and the Orioles offered \$875,000. Devereaux will also get \$25,000 if he plays in 145 games.

On Monday, reliever Duane' Ward and Toronto settled at \$2,425,000, triple his 1991 salary of \$800,000, while Ellis Burks and Boston agreed to \$2.3 million, a raise of \$475,000. The outfielder can earn \$170,000 more in bonuses. if he plays 145 games.

Right-hander Tim Belcher and. Cincinnati agreed at \$2.1 million, more than double his \$900,000 salary last year-with Los Angeles.

Two Scattle pitchers agreed to contracts that tripled their salaries. Left-hander Randy Johnson settled at \$1,392,500, a raise of \$1,012,500. and right-hander Erik Hanson' agreed to \$1,345,000, a raise of \$945,000.

Reliever Jeff Montgomery and Kansas City agreed to \$2.41 mil-lion, double his \$1,085,000 salary

# Baseball Talk Shifts From Dollars to Diamonds

By Mark Maske

Washington Past Service WASHINGTON - Baseball's wondronsly shrinking off-season is nearly done. The talk will turn this week from the numbers after the dollar sign to the numbers on the radar gun, as major-league clubs begin to gather at various sun-soaked sites in Florida and Arizona for spring training.

Pitchers and catchers may report to camps on Friday, with other players permitted to check in next Wednesday.

Opening Day is just seven weeks away, although the maneuvering of one of the shortest of between-season periods - the Minnesota Twins' World Series triumph was not achieved until Oct. 27 - still has fans and baseball executives alike scrambling to remember which free agent signed with which team for what mind-numbing contract.

It's been an off-season in which salaries continued upward. The outfielder Bobby Bonilla's five-year, \$29 million deal with the New York Mets sent shock waves through front offices.

Kirby Puckett and Ruben Sierra — whose ontracts expire after the coming season — stuck in a bureaucratic quagmine that could

"These days, it seems like the real baseball season comes between the end of the World Series and the beginning of spring training," said Pat Gillick, general manager of the Toronto Blue Jays. "For a GM, you're 10 times busier in the so-called off-season than during the season.

"The way free agency has gone, the head-aches never stop," he added. "It's a relief for mas. It will be difficult to match the drama of last season, when the Twins and the Atlanta

After an off-season marked by mind-numbing contracts, it's time to play ball.

the emphasis to be back on what happens on. the field, not on what happens in the boardroom."

Some issues, however, still loom, Baseball officials continue to fret that the next round of negotiations over network TV rights might leave teams scrambling to get payrolls under control in the face of diminished revenue.

Gooden rebounds from shoulder surgery. But the Pittsburgh Pirates insist that they should remain the NL East favorites, al-

regain the helm of the New York Yankees.

Braves provided a superb seven-game thriller

in the first World Series between teams that

had finished in last place the previous year.

Still, spring training will commence with

plenty of intriguing story lines in the making.

Most observers seem eager to see what

becomes of the carious mixture the Mets put

together during the off-season. With the free-

agent acquisitions of Bonilla and the first

baseman Eddie Murray, plus a trade for

Brett Saberhagen, the two-time American

League Cy Young Award winner, the Mets appear to have the National League's most

imposing lineup and most fearsome starting

pitching - provided, of course, that Dwight

means that Bonilla's stay atop the money-making standings may be brief. lead to team owners' voting for what they though they will be without Bonilla in their consider the lesser of two evils: allowing pursuit of a third straight division crown. Jananese ownership into the major leagues In the NL West the Braves will try to take or permitting the Mariners to move to Flori-

the next step—a World Series title—guided by their young but already superb pitching staff featuring Tom Glavine, who won the da. There's also George Steinbrenner's ongoing quest to return from the shadows and Cy Young Award, Steve Avery and John But, finally, there will be on-the-field questions to go with the off-the-field dilem-The Los Angeles Dodgers will try to ride

the reunion of hometowners Darryl Strawberry and Eric Davis to the division title that cluded them last season. And the Cincinnati Reds, despite the loss of Davis, also seem primed to challenge the Braves after last season's post-championship blahs.

The Oakland Athletics, who watched the World Series on television last season for the first time in four years, will try to unseat the Twins in the prosperous AL West, where the-Chicago White Sox seek to make, finally, the transition from contender to division winner,

In the AL East the Blue Javs and the Boston Red Sox — having added pitchers Jack Morris and Frank Viola, respectively appear set to duel again. But the Baltimore Orioles seemingly believe that, if they can get their talented young pitchers to begin pro-ducing, they can be the Braves of 1992.

# Conner Ends Round 2 With 2d Defeat of Defiant

SAN DIEGO - Stars & Stripes beat Defiant for the second straight time to assure Team Dennis Conner of finishing second in the second round of the America's Cup defender trials. In the challenger series, Italy's Il Moro di Venezia outraced France's Ville de Paris down the stretch for an 11-second comeback victory

Monday on the second day of racing in the second round of the challenger trials. Conner sailed Stars & Stripes to a 47-second victory over Deliant, skippered by the America3 Foundation's president, Bill Koch, Stars & Stripes completed the 22.6-mile (36.7-kilome ter) Pacific Ocean course off Point Loma in 2

hours, 42 minutes, 51 seconds. Stars & Stripes earned two points for the victory and finished the round with seven points, followed by Defiant with two points. Defiant's newer stablemate, America3, leads with 14 points.

BASKETBALL

EASTERN CONFERENCE

**NBA Standings** 

Il Moro's victory over France was the closest course in 2:18:20.

Ville de Paris took a 31-second lead when Il Moro's skipper, Paul Cayard, crossed the starting line early and had to restart. Italy slowly closed the gap, however, then took advantage of a Ville de Paris equipment problem less than a mile from the finish line.

"The problem occurred when we broke a snap shackle," said Marc Pajot, the French skipper. "We were forced to jibe and they were able to steal our wind and pass us."

In the all-Australia match, Iam Murray's Spirit of Australia overcame a 1:03 deficit at the start to beat Syd Fischer's winless Challenge Australia by 2:28.

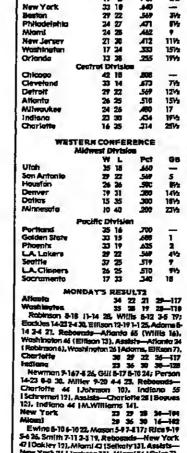
Spirit, with dual starting belmsmen Marray: race yet in preliminary rounds and avenged and Peter Gilmour steering what is believed to Italy's 25-second first-round loss to Ville de be a radical tandem keel-nudder configuration. Paris. The Italian boat covered the 20.03-mile crossed the starting line early and had to restart. Spirit narrowed the lead to seven seconds at the end of leg two of the eight-leg course and took the lead for good minutes later, finishing in 2:22:52.

> Both New Zealand and Japan's Nippon had casy victories and remain tied for first with 14 points each. New Zealand breezed by Spain's España '92 by 4:55, with an clapsed time of 2:17:46. Nippon sank Sweden's Tre Kronor by 2:21, for an clapsed time of 2:18:40.

> Il Moro remained in third with 13 points, while Spirit of Australia moved into fourth with: seven points. España '92, with six points, dropped to fifth and Ville de Paris, with five: points, dropped to sixth. Sweden's Tre Kronor. has one point and Challenge Australia has none.



You may be surprised to learn just how far we go to serve you — to over 75 destinations worldwide, in fact. Including the remote fairytale land of the Hunza Valley in Pakistan, said to have inspired James Hilton's Lost Horizon. Here, and around the world, you'll discover that when you fly PIA, you're flying with extraordinary people.



SCOREBOARD Boston 22 23 27 11—83 Utah 26 28 14 26—88 Lewis 7-16 5-5 19, Gamble 6-12 0-0 14, McHale 5-10 4-6 14: K.Molone 11-22 8-11 30, J.Molone 7-14 4-4 18. Rebounds - Boston 52 (Portsh 19), Utoh 61 (K.Molone, Corbin 13), Assists - Bos-ion 21 (Bosley 5), Utoh 22 (Stockton 12), M 25 17 18—76 25 M 26 23—70 Phoenix Seaffie Hornocak 12-19 2-226, K.Johnson 5-13 9-11 19

Hornacek 12-19 2-2 26, K\_Johnson 5-13 9-11 19, Molerie 3-16 1-2 19; Kemp 1-71 10-12 24, Borres 7-12 2-1 17. Rebeweds—Phoenix 46 (Molerie 12), Seotile 39 (Kemp 14), Assists—Phoenix 26 (K\_Johnson 12), Seotile 10 (Povino 0).

LA Latiers 26 25 25 24-180 Golden State 30 135 13 33-114 Worthy 9-19 4-4 22, Compbell 9-15 3-4 29; Hordowory 11-29 2-35, Murtin 9-16 4-5 22, Rebeweds—Les Angeles 35 (Green 13), Golden State 4 (Hill 17), Assists—Les Angeles 22 (Threatt 7), Golden 2tate 24 (Hill 17), Assists—Les Angeles 32 (Threatt 7), Golden 2tate 24 (Hill 17), Sodian 2tate 24 (Hill 17), Colden 2tate 24 (Hill 17), Sodian 2tate Robinson 7-16 8-9 22; Edwords 7-13 12-17 24. Horper 10-15-4-6-24. Reboweds - San Antonio 50 (Cummines 17), Los Angeles 54 (Norman 9).

Major College Scores

George Washington 75, James Holy Cross 80, New Hompshir Layola, Md. 70, St. Peter's 65 Punn St. 81, Md.-Baltimore Co Rider 65, Brooklyn Col. 62 Seton Holl 82, Pittsburgh 63 St. Francis, Pa. 75, Cologte 89

SOUTH
Arkansas St. 72. Cent. Florida 71
Beffixne-Cookman %, Md.-E. Shot
Cladel 73, N.C.-Greensborn 80
Coostal Carolina 74, Ceil. of Char
E. Karhucky 87, Austin Peory 75
E. Ternassee St. 56, W. Carolina 16
East Carolina 74, George Mason
Florida A&M 98, Delaware St. 81
Furnian 53, Somford 42
Jackson St. 83, Grambling St. 76
Liberty 77, Compbell 58
Louisiana Tech 91, Jacksonville 6
Middle Tern. 64. Ternaessee St. 49 

Cleveland 21, 42, E. Illinois 52 Creishton 76, Droke 52 Ill.-Chicago 75, N. Illinois 93 Illinois St. 68, St. Louis 62 Ma-Karses City & Chicago St. 74 & Illinois 69, Wighite St. 55

SOUTHWEST Alcorn St. 72, Proirie View 61 Texas Southern 97, Southern U. 52 Tuiso 75, Oral Roberts 62 Long Beach St. 73, Freshe St. UNLV 74, Cal St.-Fuderion 47 The AP Top 25Teams

With first-place votes to parentheses, re-cards through Feb. 14, total points based on 25 points for a first place vote through one point for a 25th place vote and last week's ramidags: UCLA (2) Konses North Corolina

10. Arkonsos 11. Michigan St, 12. UNLV Kentucky Alabama Southern Cal Florida St,

HOCKEY **NHL Standings** 

CAMPSELL CONFERENCE 

14-31. Los Angeles (on Moos) 19-12-8-39.

14-31. Los Angeles (on Moog) 19-12-8-99.
St. Loeis
1 8 2-3
Detruit
1 13-6
Hull (57). Butcher (3), Brown (13); Federov
(23), Lidstrom (9), Yasbaeri (29) 2, Shaspord
(31). Shots en sool: St. Leuts (on Cheveldes)
10-47-21. Detroit (on Joseph) 8-16-12-31.
Missesoh
Mentred
2 2 4-4
Mentred
Coren (11) 3 Please (4) Mentre Corson (13) 2. Dianne (81, McPhee (14) % Glichrist (20) 3. Shots en soei: Minnesoto for Roy) 5-10-10-25. Montreal (on Wokaluk, Or-

ONE-DAY MATCH
Australia vz. New South to
Tuesday, in Sydney
Australia: 277-4 (50 overs)
New South Wales: 277-8
Match was drawn

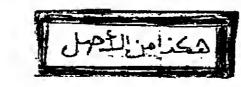
CRICKET

TRANSACTIONS BASEBALL

BASEBALL

American League

BALTIMORE—Traded Crois Wartheston
third boseman, and Tam Martin, pitcher, M.
San Diego for Jim Lewis, pitcher, and Sievé
Martin, outfleider. Assigned Shew Martin to
Rochester, International League
BOSTON—Aeread to terms with Eith Borist
utfleider, on one-year contract, and John Cárutit, pitcher, on minor league contract.
KANSA—Agreed to terms with Jetit Manifolianery, pitcher, on ano-year contract.
AMLWAUKEE—Asread to terms with Oblinational Mike I sneaked and Mork Klefer, pitchers; John John and Pat Listoch, Infielders, on a Down Nilson and Joe Kmat, catchers, on one-year contracts.
ZEATTLE—Asread to terms with Efficiency on one-year contracts.
TEXAS—Agreed to terms with John Respect, contracts, and the state of terms with John Respect, contracts, and contracts on one-year contracts.
TEXAS—Agreed to terms with John Respect, contracts, and the state of terms with John Respect, contracts, and the state of terms with John Respect, contracts, and the state of terms with John Respect, contracts, and the state of terms with John Respect, contracts, and the state of terms with John Respect, contracts, and the state of terms with John Respect, contracts, and the state of terms with John Respect, contracts, and the state of terms with Dudner, and Derekt Belful outfielder, on one-year contracts.



Experience in the · 11年

Bris mar at the car of the Marmari ... Par in a la la la mar Spirit virale fin de fr. ESCHALT THE .... attitude and a fundament 2 mm - 22 1929 10 1825 letri in in militar der Buta tit L

ESHED OF WORLD Marie Eugen and marrier \$2

Report of the Same of hiji: Bending Server Margaria decor seeds - 44 - inc. -The second second Estate the second Personal resident

the state of the s A CONTRACTOR OF THE PARTY OF TH Thanks Con ... April 25 11 1 2 2 2 2 Mark The Control of t The state of the s Mark the same of the same SPECIAL STREET

Trouble finding books U.S. titles are now a hone call away. 1203-966-54-0

1203-966-1329 1800-255-2665 ioli irez (13 

Service was come

**SPORTS** 

e Men

MET TO

B-4-

·

SECTEM:

.

Sec .

P (27.

Mr. 4.-

DAY

700

F 12

-

**建** 

200

A 42.

**E.M.** 1.77

34 m

tru, priv

The Carlot

----

**ia**monds

Marie Committee of the Committee of the

Mercus on a large manager

The second secon

1.72439

te te de la la la care.

1000 - 122

- ------

4.5

2.2

feat of Deliai

# rds Cone Big D, Little O: Million Seton Hall Defense Freezes Out Pitt

Some teams play run-and-gm. Some live and die by the 3-point shot. Some stress half-court offense. Seton Hall's game is defense, and the No. 22-ranked Pirates played it to perfection against Pitt. Chinging, man-to-man pressure forced Pittsburgh to miss 22 con-secutive shots during a 15-0 first-

**COLLEGE BASKETBALL** half run, and Seton Hall rolled to a

school-record fifth straight Big East Conference victory with an 82-63 decision on Monday in East Rutherford, New Jersey. These kids really take pride in

their defense," the coach P.J. Carlesimo said after his team won for the seventh time in eight games. "I don't think we can play much better than we did in the first half

Pitt (15-11, 7-6) hit 5 of 32 shots (15.6 percent) from the field in the opening 20 minutes and went to the locker room trailing, 35-16. Coming into the game, the Panthers were fourth in the conference in shooting percentage with 46 per-

The Pirates had been pointing for this encounter since dropping a 77-68 decision to Pittsburgh their conference opener Jan. 3. They got an added break when playoffs and the NCAA tournament Sean Miller was forced to leave the because of NCAA violations.

game after nine minutes because of the flu. Without him in the lineup, Pitt had no one to stem the tide when the shots started clanging. Terry Dehere had 13 points, and

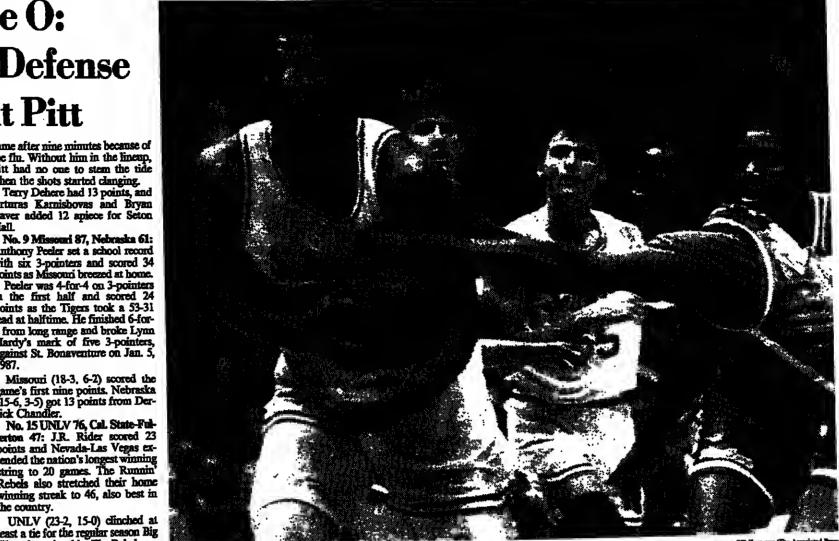
Arturas Karnishovas and Bryan Caver added 12 apiece for Seton

Anthony Peeler set a school record with six 3-pointers and scored 34 points as Missouri breezed at home. Peeler was 4-for-4 on 3-pointers in the first half and scored 24 points as the Tigers took a 53-31 lead at halftime. He finished 6-for-8 from long range and broke Lynn Hardy's mark of five 3-pointers, against St. Bonaventure on Jan. 5, 1987.

Missouri (18-3, 6-2) scored the game's first nine points. Nebraska (15-6, 3-5) got 13 points from Der-

rick Chandler.
No. 15 UNLV 76, Cal. State-Ful-lerton 47: J.R. Rider scored 23 points and Nevada-Las Vegas extended the nation's longest wint string to 20 games. The Runnin Rebels also stretched their home winning streak to 46, also best in the country.

UNLV (23-2, 15-0) clinched at least a tie for the regular season Big West championship. The Rebels are ineligible for both the conference



The long arm of Pitt's Jermaine Morgan was not enough to stop Lather Wright and his Seton Hall teaumates from rolling to victory.

# Magic and Larry Exit Center Court, but Is There an Encore?

By Tony Kornheiser Washington Post Service

WASHINGTON — Seeing Magic
Johnson and Larry Bird together at the Forum gave me goose bumps. And it made me sad also to think that might have been the last time we'll ever see them together on a basketball court.

playoffs. Magic hasn't shut off the light on his after his storybook performance at the re- backs get worse as you grow older. cent All-Star Game and at Sunday's "retire-

Indeed, on Sunday he said, "I hope if I out of uniform, vaguely disconcerted. if we do this all over again." If I read him time? In business suits. With worry lines on correctly, Magic doesn't think the Lakers their forcheads? Is this how it ends, with a lius Erving and Michael Jordan could soar their forcheads? Is this how it ends, with a

have retired his uniform as much as he's temporarily lent it to an exhibit.

But I can't help seeing all this as mostly brave talk, as whistling a happy tune. Mag-ic has the AIDS virus. Although he hasn't contracted the disease yet, we are warned it's on the way. Whether he'd physically be able to play in the Olympics or the playoffs Oh sure, the Olympics. Maybe even the is uncertain — let alone whether the NBA and the Lakers would let him.

And Bird has a chronic bad back that NBA career. Twice now, he has been given an opportunity to gently flip the switch — the last season-and-a-half. He's 35. Bad

But there was that unspeakable symmetry ment" ceremony - and twice he declined. of Magic and Bird at center court together,

Was this our last look at the giants of our

piece of parquet floor and a shy smile? "It's sort of too bad that Larry and I couldn't go on forever," Magic said Sunday. "I thank Larry Bird personally for bringing out the best in Magic Johnson." It started in the NCAA final in 1979, when Magic played for Michigan State,

> **Vantage** Point

and Bird played for Indiana State, and it continued for 12 pro seasons. There were thousands of barroom debates all across the country as to who was better. You could not say one name without immediately thinking of the other.

through thin air and create an unfathom-able music. They were acrobats, soloists who defied the limits of the game.

Magic and Bird defined those limits. They played it the way it was drawn on the

They had quickness, but no speed. They had moves, but no lift. Their genius lay in anticipation and fundamentals, Erving and Jordan made their teams better by taking the ball into their own hands. Magic and Bird made their teams better by placing the ball in their teammates' hands. They honored their teams by being part of them, not apart from them. Nobody passed the ball better. Nobody understood the physics of the game as well. When it came time to

M AGIC AND Bird came to the NBA when it was foundering, when attendance was sinking and franchises were being offered in droves.

And here were these two kids from the Midwestern heartland who were so popular in college, who were fresh and pure. They quickly turned around the glamour

franchises, Los Angeles and Boston. And as they rose to stardom, the NBA rose with them. They were the building blocks, They were the roadside attractions. Magic and Bird, one black man, one white man, de-monstrable proof that pro basketball was a democracy open to everyone. Now they stand in business suits. One

saying farewell without saying good-bye, the other listening for the sound of his own footsteps echoing down that same long hall. Krabbe's trainer, Thomas Spring-And we don't quite know which way to turn. stein, as saying: "Something was

PEANUTS

**Krabbe Aide Vows Lawsuit, Sponsor Quits** 

Compiled by Our Staff From Dispatcher BERLIN - Katrin Krabbe's manager threatened a \$6 million lawsuit on Tuesday over her ban for a doping infraction, and one of the world sprint champion's primary sponsors announced the cancel-

lation of a lucrative contract. In Bonn, the scandal prompted s debate on introducing legislation to purish doping offenders with pris-

on terms.
The German Athletics Federation, or DLV, barred Krabbe, 22, and two teammates for four years on Saturday for manipulating urine on samples during a drug test in South Africa in January. Krabbe and her fellow sprinters,

Grit Brener and Silke Möller, were Germany's top medal prospects in the 1992 Summer Olympics.
Jos Hermens, Krabbe's manager

told the Bild newspaper that he was prepared for a legal battle over the ban and a lawsuit seeking damages We're going to fight this in courts and then we will present the DLV with a case that will make them think twice," he said.

"If Katrin loses her advertising contracts, we will file for 10 million marks in restitution," he added.

Hours later, the sports nutrition firm Isostar, one of Krabbe's four main sponsors, said it would cancel a two-year promotional deal worth hundreds of thousands of dollars.

"There will not be a contract now," Isostar's marketing chief, Thomas Ormann, told the German sports information agency SID.

The Krabbe affair is the worstblow to world athletics since the Canadian sprinter Ben Johnson was disqualified at the 1988 Seoul Olympics. He was stripped of his 100-meter gold medal after testing positive for steroids.

Krabbe and Breuer have denied wrongdoing and accused West Germans who oversee sports in reunified Germany of trying to denigrate athletes who were groomed in the vannted but drug-marred sports system of the former Communist East Germany.

The daily newspaper Berliner Korier on Tuesday quoted

SOME DOGS HAVE LEAVES

manipulated. But not by us. The girls are innocent."

Members of the opposition Social Democratic Party said Germany's athletic reputation was at stake and called for legislation to punish doping with prison terms of up to two years.

Wilhelm Schmidt, the Social Democrats' sports spokesman in parliament, said the bill's main targets would be coaches and doctors, who organize and carry out tampering" of tests to conceal the use of performance-enhancing drugs. But the governing coalition, the national sports federation and the national Olympic committee rejected

the proposal. "An anti-doping law would re-lease the sport federations from their own responsibilities," said Eduard Lintner, a senior Interior Ministry official.

Walther Tröger, general secre-tary of the German National Clympic Committee, told Luxembourg's RTL radio that it was sufficient for sports federations to tighten doping tests and rules.

Krabbe won gold medals in the 100 and 200 meters at the 1991 world championships in Tokyo. Breuer, 20, won the 400-meter silver mdeal. Möller, 27, was the double world sprint champion in 1987.

The suspension has focused attention on the German federation's previous disclosure that Krabbe and Breuer submitted identical urine samples in July but that its anti-doping panel decided they did not warrant disciplinary action.

A Datch sports doping expert Jac van Rossum, was quoted by a Rotterdam newspaper as saying that the Krabbe suspension went "too far."

Rossum, who reportedly was present at the testing of specimens in the Krabbe case in a Cologne lab, was quoted by the paper, NRC Handelsblad, as saying "the only thing that is a fact is that the urine in the bottles of the three athletes was from the same person." The question, he said, is whether

the three "manipulated or whether they have been manipulated.' (Reuters, AP, AFP)

#### **BOOKS**

THE SHERIFF OF NOTTING-

By Richard Kluger. 485 pages. \$23. Viking Inc., 375 Hudson Street, New York, N.Y. 10014.

Reviewed by Herbert Mitgang

HISTORICAL revisionism is very much in fashion in books about presidents, prime ministers and generals; reputations rise and fall with greater fre-quency in recent biographical second looks. But what do you call a revision of a legend that may not have been true in

Richard Kluger calls it "The Sheriff of Nottingham," an inventive and entertaining historical novel that echoes down to the present from 1215. It takes places in Sherwood Forest, all right, but this is another part of the forest. The likes of Errol Flynn or Kevin Costner would not always be at home here. It's a novel with more social bite than swashbuckle: a revisionist "Robin Hood."

Judged by past achievements, no one is more entitled to rearrange facts in fiction than Kinger. We've come to expect accuracy from him, as he displayed in two outstanding nonfiction books, "Simple Justice," about the Supreme Court deci-"The Paper," about The New York Her-

Trouble

finding books

from America?

U.S. titles

are now a

phone call away.

1-203-966-5470

Worldwide

1-203-966-4329

FAX

1-800-255-2665

Toll Free U.S.

Introducing "Book Call," the

oldest books by phone service

in the USA. Our staff of experi-

enced book sellers will help you

find any US title in print. Whether

hard-to-find book, we can help. Try Book Call and discover why

 Immediate shipment worldwide · Credit cards or checks · Ask

about our special overnight gift

delivery . Receive our free

monthly new title forecast . Mail

us for their reading needs.

ald Tribune. In "The Sheriff of No ham," he's more light-handed as he shares the fun of research and speculation with followers of historical fiction.

Robin Hood, at first described as "a lout from up-county named Stuckey Woodfinch," plays a secondary role in the novel. That's a bit disappointing since we're so accustomed to our legends remaining constant. Only halfway into the story is he rechristened Master Robin Hood because of his prowess and ability to conceal himself in the forest. He remains offstage much of the time except for one exciting scene at a county fair where, using his longbow, he shoots an arrow that finds its mark 240 yards away. As a result of winning the contest, Woodfinch-Hood is appointed an archery instructor and gamekeeper in the king's woods by the sheriff of Nottingham.

Kinger strengthens the mind of Master Hood by turning him into an anti-estab-lishment character who cannot obey orders, prefers drinking and carousing to getting ahead in life, and declines to respect all escutcheons of authority. The title character in the book - the

fleshed out than his legendary longbow-man. Although a faithful representative of the crown, he remains a personality in his own right, risking his neck to uphold his principles of good governance.

Kluger informs the reader that there is basis in fact for his sheriff because the crown kept careful records about the chief royal officer who presided over King John's castle at Nottingham. In the luminous legend, the sheriff is never given a name; posterity has made him a faceless embodiment of villamy.

Not so in The Sheriff of Notting ham." He becomes a French soldier of fortune named Philip Mark, a commoner denied a knighthood because he is too independent to be a bootlicker. Above all, he's a steady foe of the bloated King John's oppressive laws. In a dramatic philosophical confrontation that turns all too real, the king orders the sheriff to hang a band of Welsh children, hostages

to power politics. Must an underling obey an unconscionable demand by his superior? Can simply obeying the orders of a higher an-

sheriff of Nottinghamshire -- is more thority be used as a defense? Without breaking the mood of medieval times, the author raises ethical issues between King John and the sheriff that are timeless.

It is an author's privilege in historical fiction to place his characters at the center of large events, interacting with important people. At one point in the nar-rative, some barons who exact Magna Carta from King John to ensure their own feudal rights and gain some implied freedoms for commoners seek the coun-sel of the sheriff of Nottingham. He defines the boundaries of lawful

obedience, saying that "justice partakes more of philosophy than of logic — more of art than of science — and varies markedly with each man's appraisal." He adds that "government must live by unprejudiced appliance of settled procedures otherwise, we are as well ruled by the wind — which, without notice, may shift and become a tempest."

This "Sheriff of Nottingham" delivers a thinking man's Robin Hood.

Herbert Mitgang is on the staff of The New York Times.

#### **BEST SELLERS**

JUMBLE.



Jumbles: RIGOR ABHOR BRIDLE INTAKE What they called that doft emithologic "BIPDERAIN" you want a new bestseller or a people around the world turn to

The New York Times
This list is based on reports from a
000 bookstores throughout the Unit FICTION

HIDEAWAY, by Dean R. SCARLETT, by Alexandra 3 DISNEY'S BEAUTY AND THE REAST \_\_\_\_\_\_\_ 5 LINE OF FIRE, by W. E. R. PRIVATE EYES, by Jona-7 FUGITIVE NIGHTS, by Ioseph Wambengh 8 RISING SUN, by Michael

McNALLY'S SECRET, by Lawrence Sanders
NO GREATER LOVE, by
Danielle Steel
GUARDIAN ANGEL, by
San Paretaky THE SUM OF ALL FEARS, by Tom Clancy BI INDSIGHT, by Robin NEEDFUL THINGS, by Steohen King SUCH DEVOTED SISTERS,

NONFICTION 1 REVOLUTION FROM WITHIN, by Gloria Strings 2 MEMORIES, by Ralph Em-

DEN OF THIEVES, by James B. Stewart
BACKLASH, by Sosm Falodi
PLAUSIBLE DENIAL, by
Mark Lane
THE JORDAN RULES, by Sam Smith BROTHER EAGLE, SISTER 7 BROTHER EAGLE, SISTEM
SKY: A Message From Chief
Seattle, Illustrated by Sosan
Jeffers
8 ME: Stories of My Life, by
Katherine Hepburn
9 MOLLY IVINS CAN'T SAY
THAT, CAN SHE? by Molly THAT, CAN SHE' by Mony

Ivans 8 14

10 SEIZE THE MOMENT, by Richard Nizon 12

11 MAUS II, by Art Spiceelman 148

12 TOUJOURS PROVENCE, 19

13 PARLIAMENT OF WHORES, by P. J. O'Rouske 15 35

14 UH-OH, by Robert Pulghum 10 25

15 UNDER FIRE, by Oirwer I. North with William Novak 9 15

THE BEST TREATMENT. by Isadore Rosenfeld
THE CARBOHYDRATE
ADDICT'S DIET, by Rachael
F. Heller and Richard F. Hell-

ADVICE, HOW-TO & MISCELLANEOUS MORE WEALTH WITH-OUT RISK, by Charles J. Gi-AWAKEN THE GIANT

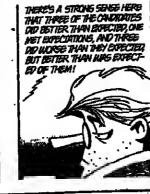
5 HOW TO SATISFY A WOM-AN EVERY TIME, by Name

DOONESBURY





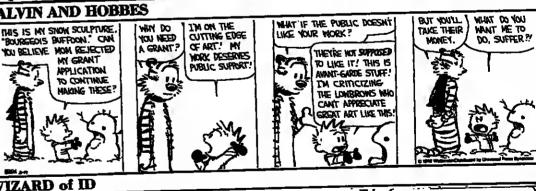


















# U.S. and Canada Gain Semifinals of Hockey Tournament

## Back-to-Back Donato Goals Help to Defeat France, 4-1

The Associated Press

MERIBEL, France — Overly
aggressive play marred another
U.S. Olympic hockey game Tuesday night but didn't prevent the
American from beating France A American from beating France, 4-L and moving within one victory of a shot at the gold medal.

While the game was less intense than the previous night's U.S.-Sweden game — in which U.S. defenseman Greg Brown was sent to the hospital by Mats Nasland's hit against the boards - there were several skirmishes.

With 1:42 to go, Guy Gosselin of the United States and Antoine Richer of France got into a brief fight, but only minor penalties were assessed. Sticks and fists were swung as the benches cleared after the final horn, but order was restored after a few minutes and the teams participated in the tradition-al postgame handshake. The United States advanced to

Friday's semifinal against the win-ner of Wednesday's Finland-Unified Team game. The Americans, assured of no worse than fourth place are in the Olympic medal round for the first time since winning the 1980 gold medal.

Ted Donato scored twice in a 3:16 span of the second period, breaking open a 1-1 game, silencing the home crowd's cheers of Allez la France! and eliciting chants of "U-S-A! U-S-A!" from a vocal minority of U.S. fans.

Donato also assisted on Marty McInnis' third-period goal.

Ray LeBlanc, who allowed three goals in the final 13:39 of the 3-3 tie. with Sweden, made 35 saves. He has allowed only eight goals while playing all 360 minutes of the tour-

France, making its first medalround appearance, carried play and scored the only goal of the opening

Stephane Barin stole Mantha's blind back-pass in American ice and slapped a shot from the right circle through LeBlanc's pads. The U.S. team looked no more

inspired early in the second. France thought it had taken a two-goal lead off a pileup in front of the net, but referee Georg McCorry said LeBlanc gloved the puck before it crossed the goal line; television replays were inconclu-

· America got its first power play of the game at 4:03 of the second period after having looked lost, as players ran into each other and passes failed to click.

As the power play neared its end, however, the United States gained control in French ice. Petri Ylonen stopped Sean Hill's shot from the point before Keith Tkachuk lifted the puck over the fallen goaltender, making it 1-1 at 5:43.

Thanks to Donato, America then gained control of the game.

ly signaled that it was good.

McInnis had a role in the next

goal, too, sliding a pass under de-fenseman Michel LeBlanc in front to Donato, who scored between

#### ■ Nashund to Play Today The Associated Press

Brown was "doing fine" Tuesday after being released from a hospital, The Associated Press reported. and Naslund, the Swedish player whose hard check injured Brown, won't be suspended, officials said. Brown suffered a concussion, a broken nose and a 12-stitch cut above his nose when he was hit by Nashund -

"We received the referee's report," said Jan-Ake Edvinsson, the international lee Hockey Federa-tion general secretary. "Nashund got a five-minute penalty and a game penalty. There will be no fur-ther action."

Nashind will be available to play in the quarterfinal Wednesday against Czechoslovakia, Edvinsson said.

#### ■ Norway Defeats Italy

Two goals apiece from Marius Rath and Ole Dahlstrom helped Norway to a 5-3 victory over Italy on Tuesday in the consolation



Richard Amann of Germany gave Canada's Kent Manderville an assist to the ice during the match.

### Lindros Scores the Winner In Sudden-Death Shootout

By Filip Bondy New York Times Service

MERIBEL, France - As narrow escapes go, this one was substantially skinny. Canada beat Germany, in the first Olympic sudden-death

shootcut ever, by the width of a hockey puck on Tuesday. The shootcut, a nearly random event originally invented for soccer to end matches that would not end, put the most capricious of finishes to a 3-3 tie in a knockout quarterfinal game. Because a puck rolled to a halt exactly on the goal line be-hind goaltender Sean Burke, instead of rolling over it, Canada won the shootout, 3-2, and advanced to the semifinals.

"It's not a good way to end a match," said Ludec Bukac, the coach of Germany. "It's not a game situation. It's better just to keep playing or even to flip a coin. That's the same thing."

In truth, Germany probably did not deserve to win, or even to get as far as the shootout. Canada dominated the match, outshot the Germans, 36-21, and had three goals nnilified by referee Seppo Makela
— two on quick whistles and one that was ruled to have been kicked in by center Joseph Fabianon.

Nonetheless, goaltender Heimut de Raaf played spectacularly at times and Ernst Koepf, from the slot, tied the score at 17 minutes, 38 seconds of the third period with a deflection past Burke. Ten minutes of overtime produced no goal, so en five shots by five players. The Canadians took a quick 2-0 lead on shootout scores by Jason Woolley and Wally Schreiber, but Burke failed to stop the final two German shooters, Michael Rumrich and Andreas Brockmann.

The score was suddenly tied again, so the sudden-death shootout began, and the two teams repeated shooters. Eric Lindros went low, to the right, and beat de Raaf along the ice. That left it to German center Peter Draisaitl, who wristed a shot beneath Burke, then watched in agony as the puck stopped dead on the goal line.

That was the most dramatic finish I have ever seen to an international match," said German center George Holzmann. "We might have won. The Canadians were not as strong as we thought they would be."

Although not all the Canadian layers were in love with this system, the team's coaches had prepared them well. The team had pracficed the shootout for two successive days, and the coaches had discussed on Monday which players would shoot, in which order. The Canadians came into the

game seeded first from Group B with a 4-1 record. Germany, which next will play in consolation matches to determine fifth through eighth places, was 2-3 before the game, a fourth-place finisher in Group A.

"If we hadn't had a shootout, we'd be there until tomorrow morning." Fleming said. "That's how well the goalies were playing." Wednesday's Events All times are GMT

All times are GMT

Alpine Siding — Women's giant sialorn, 1st run, 0900; 2d run, 1300.

Bistinion — Women's 15 km, 1300.

Curfing — Game 3, Group 1, 1100;
Game 3, Group 2, 1700.
Ice Hockey — Quarterfinais: Unified
Team's, Finland, 1600; Czechoelovakla vs. Sweden, 2000. Consolation:
Switzerland vs. Poland, 1200.

Figure Sketing — Women's original program, 1830.

Speed Sking — Pool 2, 1045.

Wednesday's TV

EUROPE

EUROPE All hours are local Austria - FS2: 0600, 0850, 1355, 2000, 2015, 2225. Britain — BBC2: 0900-0945, 1200-1500, 1800-1835; BBC1: 0945-1200, 2315-0030; Eurosport: live coverage. Denmark — DR: 0955-1215, 1355-Denmark 151. 1545, 1830-1900, 2240-2325. Finland — TV1: 1440-1700, 2215-0030; TV2: 1700-2030. France — A2: 0945-1200, 1900-1930; FR3: 1300-1600, 2245-2315; TF1: 2250. Germany - ARD: 0945-1925, 2015

2330. Greece - ET2: 1830-1900; ET1: 1855-1930, 0030-0100. Italy - RAITRE: 0955-100; RAIDUE: 1355-1445, 1800-1830. Netherlands - Nederland 3: 0930-1200, 1255-2000, 2030-2050, 2105-

2250, 2332-2400. Norway - NRK: 0950-1800, 2115-2200, 2310-0100. Spain - La 2: 1000-1100, 1400-1600. Spreden - Kanal1: 0945-1130, 1330-1750, 1915-1930; TV2: 1750-1915, 7/50, 1913-1930, 192 173-1831, 192100-2255.
Switzerland — TSR: 0955-1115, 1355-1500, 1900-1920, 2330-2400; TS): 1256-1530, 1655-1930, 2055-

ASIA/PACIFIC All hours are local Australia — Channel 9: 2030-0100. China — CCTV: 2200-2300.

Hong Kong - ATV: 1930-1945; STAR TV Prime Sports: 0700, 0800, 0900, Japan - Channel 1: 1605-1800, 2200-2300; Channel 7: 1130-1500,

1800-0700.

Maleysia — TV3: 1930-2200; 2230-0030.

New Zesland — TVNZ: 2130-0030.

South Korea — MBC: 1500-1700.

NORTH AMERICA All hours are EST Canada — CBC: 0700-1400, 1500-

1800, 1900-2200. United States - CBS: 0700-0900, 1200-1230, 2000-2300, 2330-2400. Thursday's Events

Ber in Frie Grone

SEC 27: 7

大型 ひょうい

rate. s. .

EXCLUSION OF A STATE

4000 年 1000 年 1000 日 10

(and the little

Res.

22 78: 12 To 1 Character of a second

BEET!

the contract of the

Batter Branch The state of the s

3

77.75

152121.00

All times are GMT
Alpine Skiing — Women's statom, 1st run, 0900; 2d run, 1900.
Blathler — Men's 20 km, 0900.
Curling — Consolation matches, 5th to 8th places, 0700; 1700. ice Hockey — Consolation matches, 1200; 1600; 2000. Speed Stating — Men's 10,000 m, 1100. Short Track Speedskaling - Men's 1,000 m; Women's 3,000 m relay,

> Thursday's TV EUROPE

... All hours are local Austria - FS2: 0600, 0960, 1356, 2000, 2015, 2210. Britain - BBC1; 1350-1550, 2325-0040; BBC2; 1600-2030; Eurosport; live coverage. Denmark — DR: 0955-1530, 1830-1925, 2235-2320.

Finland - TV1: 1040-1400; TV2: 1730-1830. France - A2: 1100-1300, 1700-1930; FR3: 1300-1330, 2300-0045.

Greece - ET2: 1830-0900, 0030-0100: ET1: 1930-2015. Haly -- RAITRE: 0955-1230; RAIUNO: 1355-1445, 1810-1830.

Netherlands -- Nederland 3: 0930-2000, 2025-2045, 2100-2250, 2332-

Norway - NRK: 0945-1650 1800, 2115-2200, 2310-2400. - NRK: 0945-1650, 1710-Spain — La 2: 1000-1100, 1400-1600. Sweden — TV2: 0945-1530, 2000-2100; Kanal1: 2240-2330. Switzerland - TSR: 0955-1116, 1355-1500, 1900-1920, 2255-2330; DSR: 1256-1530, 1655-1930, 2055-

ASIA/PACIFIC All hours are local Australia - Channel 9: 2030-0100. China - CCTV: 2200-2300, Horg Kong - ATV: 1930-2000; STAR TV Prime Sports: 0700, 0800, 0800, 1530, 1650, 1800, 1830. Japan — Channel 1: 0815-0656, 1605-1800, 2000-2045, 2200-2300; Channel 7: 130-1500, 1800-0700.

Malaysia - TV3: 1930-2000, 2230-New Zeeland — TVNZ: 2130-0200. South Korea — MBC: 1500-1700. NORTH AMERICA All hours are EST

Canada - CBC: 0700-1400, 1500-1800, 1900-2200. United States - CBS: 0700-0900, 1200-1230, 2000-2300, 2330-2400.

First period—1, France, Stephane Barin 11:01. Penalties—Steve Heinze, United States,

Second period—2. United States, Keith Tha-chuk, pp. 25:43. 2. United States, Ted Donato )Marty McInnis), 28:12. 4. United States, Ted Donato )Marty McInnis, Steve Heinze), 31:29. Penotites—Shawn McEachern. United States, 28:25; Arnaud Briand, France, 24:03; Keith Thachuk, United States, 34:25; Marty McInnis, United States, 37:22; Serge Poudrier, Prance, 37:22; David Emma, United States, 40:20.

Third seriod—5, United States, Marty McIn-nts (Ted Donato), 44:27, Penolites—Antoine Richer, France, 41:25; Sean Hill, United States, 44:31; Scott Lacharace, United States, 38:18; Guy Gosselin, United States, 58:18; An-toine Richer, France, 58:18; Ray Lebianc, United States, 58:41; Sean Hill, United States, 59:37, 59:37.

Shots on seel—United States 5-8-4-17.
France 8-10-18-26. Geories—United States.
Ray Lablanc )25 shots-24 saves). France, Petri Ylonen (13 shots-7 saves).

# Canada's Lindros: True Star or Merely a Nova?

By Filip Bondy New York Times Service

MERIBEL, France - The eye holds to Canada's star, Eric Lindros, whether he is floating about, vulture-like, on the ice or delivering another Olympie diatribe against the Quebec Nordiques in a press

Number 88 is a conspicuous giant, 6 feet, 4 inches (1.93 meters) and a 225-pound (102-kilogram) vertical trampoline for would-be checkers. Yet, somebow, he becomes very nearly invisible anywhere near the blue or dotted lines.

Here in Méribel, he is alternately arrogant and charming, always outrageous.
And since the regular rules never apply to Lindros, he will go skiing in the Alps after the Olympic games are over, when several of his teammates are reporting to work for the first time at National Hockey

"I'm not going to talk about that," Lindros will say about the presence here of the Quebec Nordiques' general managcr, Pierre Page, and then he will start to organization. That isn't so much to ask." excitement over him."

Lindros has become a figure of consid-

the international set, which does not of- be doesn't like Quebec, how about Mos- bar with a shot off another breakaway. ten get an opportunity to catch his 18-year-old act at Oshawa General games in the Ontario Hockey League. Everybody has an opinion on the man who turned his back on a series of multimillion-dollar contract offers, thus insulting an entire

Canadian province. His Canada teammate, Curt Giles, a Instead, Lindros was at the Olympic Minnesota North Star defenseman, being ice rink again on Tuesday, in Canada's

Teemu Seelina, the young Finnish star, could not understand why Lindros was playing at the Olympics. "Why doesn't be just go to the National Hockey League?" Seelina asked, "That's where he

belongs.

Everybody has an opinion on the man who turned his back on multimillion-dollar contract offers, thus

insulting an entire Canadian province. lieves Lindros will be a solid pro some-

day.

"But he's not the type of player who can carry a team by himself," Giles said.

"He's not going to win the gold medal for

Norway's goaltender, Robert Schistad, was not impressed, even though Lindros scored a goal against him. "He hits late, he doesn't play defense," Schistad said.

He hides well, but there is too much against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

Against the Unified Team on Sunday, citement over him."

quarterfinal match against Germany, en-tertaining everybody with his showman-ship and chutzpah. Going into the match, he had four goals and six assists in five games, the second-best on the team behind the surprising Joe Juneau, and 16 shots on goal, the most for the Canadians. If Lindros has not exactly dominated

the tournament, he is certainly making the event more watchable.

Sitting in the penalty box later, Lindros growled at referee Don Adam of the United States and tore the cap off a bottle of water with his teeth.

When teammate Patrick Lebeau inadvertently dropped his stick, Lindros flicked it back to him perfectly, like some circus juggling act. He mixed it up with a couple of opponents, then argued about the rough stuff with the legendary Russian coach, Viktor Tikhonov,

"I don't speak Russian, so I don't know what he said," Lindros said. "I used the universal language."

As he was using this universal language on Tikhonov, Lindros pointed to the number on his own sleeve. Maybe Tikhonov hadn't realized this was the great "I like the Russian game," said Lin-

dros, a playmaker who appreciates the Unified Team's playmaking. "It doesn't matter what they call themselves, they still wheel and deal and have great bursts of speed.

The Olympics have been fun for Lin-

#### The Life and Times Of 18-Year-Old Eric

Washington Post Service

MERIBEL, France — As if the Canadian hockey star Eric Lindran needed any more publicity, the Canadian Olympic Association is handing out copies here of Lindros's autobiography, "Fire on Ice."

An autobiography? For an I8-year-old?

Don't laugh. The book has already sold

45,000 copies in Canada and is entering its 13th week on the best-seller list. Lindros is believed to be the youngest author ever to write a No. 1 best-seller. In "Fire on Ice," Lindros reveals that he

wrapped the neighbors' house in toilet paper on "Devil's Night" in 1989, that "The Price Is Right" is his favorite TV show and that he and his teammates often throw barbecue sance and jujubes at each other on the bus. Lindros also lists his traditional pregame meal: lasagna, two buns and orange juice, followed by coffee - two creams, two sugars.

But lest you think the book isn't hardhitting, there are first-person testimonials from a number of well-placed sources: dros (Eric's mother), Gaye Black (Eric's aunt) and Rick Curran (Eric's agent).

MEN'S 5.884-METER RELAY — ) first two in each heat plus two fastest quality) Heat 1—1, South Korea, 7 minutes 14.07 seconds ) world records. A Australia, 7:18.18. & Canada, 7:15.25; Heat 2—1, Britoin, 7:27.57, 2. Itely, 7:28.22, 3. Pranca, 7:38.25; Heat 3—1, New Zeoland, 7:21.31, 2. Japan, 7:22.43. 3. Betalum, 8:32.51.

WOMEN'S SH-METER ) first two in each

### Donato not his first goal at 8:13, crable fascination at these Olympics to the Unified Team, had a suggestion: "If on a quick wrist shot, banged the cross- Lindros is a stubborn man. Japan, in Nordic Combined Victory, OLYMPIC SCOREBOARD Sponsored by MCI CALL USA® Takes First Winter Gold Since '72

"COURCHEVEL, France - Japan won its first Winter Olympic gold medal in 20 years on Tuesday, when the men's Nordic combined team held off Norway and Austria in the closing 3 x 10-kilometer cross-country relay.

The Jananese team entered the race with a big lead after the skijumping competition, and finished the three-man relay in 1 hour, 23 minutes, 36.5 seconds. The Norwegian team finished 1 minute, 26.4 seconds back, and Austria was close behind.

Japan won its last Winter Olympic gold at the 1972 Games in Sanporo, Japan, when Yukio Kasaya won the ski-jumping competition. Kenji Ogiwara skied a strong last leg to hold off his challengers after Reiiehi Mikata and Takanori

LES SAISIES, France - Nor-

way continued its from grip on men's Olympic cross-country ski-ing Tuesday, easily winning the 4 x 10-kilometer relay.

Vegard Ulvang, who skied the second leg, won his third gold med-al and became the leading male medal-winner of the Games with

three golds and a silver. He won the individual 30-kilometer and 10-ki-

lometer races and was second in the

The Norwegians, who have won all four men's races, took the lead

in the second of four legs and coasted to a 1 minute, 26.7-second vic-

It was one of the biggest victory margins recorded in a men's relay in recent Winter Games' history

and it gave Norway a seventh gold medal, equaling the country's all-

· Finland snatched the bronze

medal from Sweden, which led af-

ter the first leg, in a furious battle down the final stretch.

Thousands of flag-waving Nor-wegian fans celebrated the victory

along the trails and in the stadium.

Norway's King Harald V, an avid

combined pursuit.

tory over Italy.

time high.

Norway Wins in Relay,

**Ulvang Gets 3d Gold** 

whopping 2 minutes, 27.5 seconds ahead of Austria and 5:33.5 ahead of France, which started out in fifth place and finished fourth.

Norway staged the most remarkgate 6:16 minutes after Japan and

Smilight and a temperature of mi- and he lost two minutes to Knut mis 2 degrees centigrade (28 degrees Apeland of Norway. Kono had a Fahrenheit) made the thick snow bad relay and Fred Lundberg cover of the relay course hard.

lead starts the cross country before was steadily closing in on Ogiwara the others and the first up to the finish.

king after Sweden's Gunde Svan decided to take a one-year sabbati-cal, has not decided if he will go for

a fourth gold in the 50-kilometer freestyle Saturday, the men's final

"I'm going to decide tomorrow," he said. "First I have to ski a couple

of laps and test my hip. It doesn't bother me when I'm skiing the clas-sic-style, but it hurts when I'm skat-

The only other triple gold medalist in the Games is another cross-

country skier, Lyubov Egorova, who helped the Unified Team win the women's relay Monday.

The only drama in Tuesday's re-

Finland's Jari Isometsa held off

Torgny Mogren of Sweden in a head-to-head duel on the final

straightaway and lunged across the

finish line for third, just one second

For Italy it was the first medal in a relay since the event was added to

ahead of the Swede.

lay was the battle for the bronze

between Finland and Sweden. which won the last two Olympic

cross-country event

Kono had wasted most of the lead. country across the finish line wins. The Japanese team had left a Norway and Austria fought out second place, but anchor Klaus Sulzenbacher of Austria fell behind Elden Trond of Norway in the last

five kilometers. The United States started the day fourth after the ski jumping and silver medalists — Fabrice Guy and Sylvain Guillaume — in the individual Nordic combined on The Netherlands able comeback, leaving the starting its team, was never in contention. Japan started out with its weakest cross-country skier, Mikata,

bad relay and Fred Lundberg closed further in. Two-thirds The Nordic combined used the through the race, Norway trailed results from the ski jumping on only by 1:55 minutes.

Monday to handicap in the crosscountry relay. The team with the cross-country skier, took over and

'The Terminator'

LES SAISIES, France — Those watching the CBS coverage of Norway's victory in the 4 x 10-kilome-

way 5 victory in the 4 x 10-kilome-ter relay must have been a bit puz-zled when Vegard Ulvang, 5 far from aggressive man, said: "Arnie, you don't scare me."

Then he said: "Here's looking at

The answer lay in television and

After winning his first two races

at these Games, Ulvang was dubbed "The Terminator" by the CBS television network, which was

trying hard to add some spice to a sport many Americans find about

as exciting as watching paint dry.

"The Terminator" is the title, too, an extremely violent film by the Austrian-born Arnold Schwarzenegger, who has turned up at the Games as trainer of s speed skier from that country.

So the CBS cameras were at Tuesday's finish line with some carefully chosen phrases for Ulvang to repeat. And ever courteous, he was happy to oblige, even if the conversation had its weird moments.

"Arnie, I want to get you," he said, with not the fiercest of looks.

Then the conversation turned to Morocco because, in an earlier

stunt, the network had brought Ulvang and Morocco's Faissal

Cherradi together as the best and the worst in the men's events on the Olympic trails. Cherradi, who left for home on Tuesday, came home nearly an hour after Ulvang in the 10-kilometer individual race.

"Hasta la vista, baby," Ulvang said with a friendly smile, then added: "Here's looking st you, kid."

Talks Tough

you, kid."

MEDALS

ALPINE SKIJNG Men's Glast Statem GOLD—Alberto Tombo, Italy SILVER—Marc Girardelli, Luxe BRONZE—Kietii Andre Aamodt Women's Super G GROSS-COUNTRY SKING
48-Kilometer Retay
GOLD-Norway ) Terle Langil, Vegard Utvarg, Kristen Skiefdal. Bjorn Doehlie)
SILVER-Italy (Gluseppe Pulle, Marco Albarelle, Glargie Vanzelfa, Silvio Pouner)
SRONZE-Finland ) Mika Kuwelsta, Harri Kirvesniami, Jori Rosonen, Jori Isometso NORDIC COMBINED

NDKOIC COMBINED
Team Event
GOLD—Josen ) Relichi Mikete, Tekonori
Kono, Kenji Ostware)
SILVER—Norway (Knut Apeland, Fred
Lundberg, Trand Elden) ARONZE-Austria ) Klaus Ofner, Stefan Kreiner, Klaus Sulaembacher)

SILVER—Kim Youn-Man. South Korea &RONZS—Yukinori Miyabe, Japan

NORDIC COMBINED



TEAM EYEST — I. Jopan J Refichi Micata, Takanori Kona, Kanii Oshwara). 461. Ipolints for ski lump, 602,66 polints for cross-country, 1267.180 total points; 2. Norway J Knuf Ape-lond, Fred Lumbers, Trend Elden), 5479, 680,00, 1229,600; 3. Austria J Klous Ofner, Ste-

66).0. 1229,900; 3. Austria ) Klous Ofter, Stefan Kreiner, Klous Sutzenbacher, 6124, 61146, 1227,960; 4. France ) Francis Repellin, Svivaln Gutliaume, Footlas Guyl, 5784, 64138, 1219,560; 5. Germon's (Hone-Peter Pohl, Jane Delmel, Thomas Dufferl, 609,7, 580,40, 1190,100).

4. Czechusiovakia ) Josef Kovarik, Mikon Kucara, Frantisek Makel, 543, 571,44, 1332,90; 7, Finland ) Posi Sacounid, Jari Manfila, Tesmu Summanen). 561,2, 576,52, 1137,20; 8, United States (Timothy Tartecult, Ryon Heckman, Joe Holland), 571,2, 446,2, 1137,529; 9, Estania (Ago Moricvard), Peter Hell, Allar Levandi, 525,465,2, 1131,100; 16, 541,241,000. Hell, Aller Levenori, 223, ecc., a. 121, 103 lb, Switzerland (Hippoly) Kenpi, Andreas Schood, Marco Zarvechil, 521,9, 404,90, 1124,000; 11, Unified Teom /Andrei Dounda-kov, Serguel Chrogulrev, Voteri Stollarov), 545,3, 529,74, 1075,040,

**CROSS** COUNTRY

MEN'S 40-KILOMETEE NELAY—1, Norway (Terje Lanell, Vegard Ulvane, Kriefen Skieldel, 2jorn Doehlie) 1:39:78-51; 8, Judy (Glussper Pulle, Morce Albarello, Giorale Vanzetto, Silvia Fauner) 1:45:52.7; 3, Finland Jikka Kuuseko, Harri Kirvesniemi, Jari Resonen, Jari Hemisto) 1:41:229; 4, Sweden Ujan Offossoft, Christer Malback, Herrik Forsberg, Tersen Mosteret 1:41:23.1; 5 United Team )Andrei Kirillov, Wiedlmir Smirnov, Miknell Bervinov, Alexe) Prekuraravi 1:43:03.4.

1:43:53.4
4. Germany (Holper Bouroth, Jochen Behle, Teroid Rein, Johann Muhleesi 1:42:47.77, Czechoslovakia (Rodim Nyc, Lubernir Buchto, Povel Benc, Vociev Karunka) 1:44:23.07, France (Potrick Remy, Philippe Sonchez, Stephane Azombra, Herve Bollandi 1:44:51.17, Austria (Alois Schwarz, Alois Stephanez, Alexander Marent, Andreas

1:44:31.1; 9, Austria (Alois Schworz, Alois Stodiober, Alexander Morent, Andreas Ringhaferi 1:45:54.6; 19, Estonia (Andrea Veerociu, Jognus Tespon, Elmo Koselin, Urmos Vollbe) 1:44:33.2.

11. Canada (Dany Bouchard, Wayne Dustin, Yes Bilodeau, Darren M. Derochie) 1:47:32.0; 12 U.E. (John Aothers, Ben Huschy, John Bouert, Luke Bodensleiner) 1:48:13.5; 12. Butparte I Ivan Smilenov, Islam Plantav, Pelor Zografov, Stavtoha Batinkov) 1:51:39.0; 14. Sepin Jord Ribe, Carlos Vicenta, Antonio Crascos, Juan Gutterrest 1:52:053; 18. South Cascas, Juan Gutlerrezi 1:52:05.3; 16, South Korea (Byung-Chui Park, Jin-Soo An, Jae-

Wook WI, Kwang-Rae Kim) 2:01:01.4; 14. Greece ) Dimitris Tsourekas. Timeleen Tsourekas. Nikos Anastasiadis, Athanasias Tsokiris) 2:05:46.4

GIANT SLALOM

WOMEN'S 90-METER ) first two in each head quality for next round) — Heat 1—1, So-lead (1:04.57, 1:02.41); 2, Marc Girardelli, Luxern-burn 2:07.30 (1:04.75, 1:02.01); 6, Klefti Andre Aamodi, Norway, 2:07.25 (1:04.25); 6, Klefti Andre Aamodi, Norway, 2:07.25 (1:04.75, 1:03.01); 4, Poul Accole, Switzerland, 3:08.22 (1:04.55, 1:03.01); 4, Poul Accole, Switzerland, 3:08.27 (1:04.55, 1:03.01); 4, Poul Accole, Switzerland, 3:08.27 (1:04.55, 1:03.01); 6, Rolley Canoda, 45.47, 8, Sylvie Dolley, Canoda, 45.91, 8, Felicity Cambridge Canoda, 45.91, 8, Felicity Cambridge Canoda, 45.91, 8, Felicity Cambridge Lumbert, Canoda, 45.91, 8, Cristina Mover, Austria, 3:09.55 (1:05.91, 1:02.20); 18, Christian Mover, Austria, 3:09.55 (1:05.91, 1:03.20); 18, Christian Mover, Austria, 3:09.55 (1:05.91, 1:05.21); 19, Michael Von Gruentzer, Switzerland, 2:10.27 (1:05.95, 1:05.97); 17, Felicity Cambridge Lumbert, Cambrid

SUPER-GIANT

U.S., 2:12.03 (1:07.11, 1:04.92).

WOMEN'3—1, Deborch Compositioni, Italy,
1 minute, 21,22 seconday 2, Corole Meris,
Pronce, 1;22,63; 3, Karja Selzinoer, Germany,
1;22,17; 4, Petra Kronberser, Austria, 1;22,30;
4, Ulrike Moler, Austria, 1;23,35; 6, Kerrin
Lee-Gerther, Comoda, 1;23,74; 7, Authoeia
Gers, Germany, 1;22,77; 8, Eva Twordokens,
U.S., 1;24,19; 9, Antha Wachler, Austria,
1;24,20; 10, Zee Hoos, Switzerland, 1;24,51; 12,
Pernilla Wibers, Sweden, 1;24,51; 13, Bibtista
Perez, 1taly, 1;24,67; 14, Restina Mossenlechner, Germany, 1;24,65; 13, Biorbara Sodleder, Austria, 1;24,91; 14, Barbara Sodle

SKATING

MEN'S 1,886-METHE — 1, Clof Zinke, Ger-many. 1 minute, 14,85 seconds: 2, Kim Yaon-man, South Korea, 1:14,85; 2, Yukinori Miyoba, Jopan, 1:14,72; 4, Gerard Van Veide, Noftherlands, 1:14,73; 5, Peter Adebers, Ger-many, 1:15,94; 6, Isor Jelesovski, Unified Team, 1:15,94; 7, Gey Thibuth, Canada, 1:18,14; 8, Nitolat Goutleey, Unified Team, 1:15,46; 7, Tashiyuki, Kurohva, Japon, 1:15,56; 16, Folco Zandstra, Netherlands, 1:16,57, 11, Yuli Pollmoto, Jepon, 1:15,76; 12, Rintle Ritana, Netherlands, 1:13,96; 13, Alexandra Kilmov, Unified Team, 1:16,95; 14, Arts Lost, Netherlands, 1:14,8; 18, Nick Thometz, U.S. National, 1:143; 14, Nick Thometz, U.S. 1:14.19; 14, Eric Fishm, U.S. 1:1447; (He), Ke-vin Scotf, Canada, 1:1447; 18, Chai in Chol. Marth Kana, 1:14.59; 19, Yasunari Aliyabe, Ja-pan, 1:14.50; 90, Dave Basteman, U.S. 1:14.57.

CURLING

Australia 6, Britain 9 Norway 11, Switzerland, 3 DRAW 4 Conada & France 4 Fronce & Conodo 4 Sweden & Denmark & DRAW 4

HOCKEY

7:54.
Second period—4, Conodo, Brad Schiegel
)Wally Schreiber, David Archibeid), ;21. Pencities—Michael Rumrich, Germany (holding), 3:29.
Third period—5, Conodo, Kevin Duhl (Rundy Smith), 12:24, 4, Germany (Ernat Keepf
(Ron Pischer), 77:28, Pengities—Andreas
Nisolerberter, Germany (signikas), 9:09,
Constitute Nam Honelities (Nam Program) Overtime—None, Penaities—Mane, Shootest—Canada, Jasen Woolley; C Naity Schreiber; Germany, Michael

richi vermany, Anaress arccamont/ Cana-de, Eric Lindres.

Shets an sent—Canade 11-14-11-10—44, Ger-many 7-4-51—30. Gentles—Canada, Seca Burite (27 shots-22 saves), Germany, Helimut DeRoof (43-27).

Belleti att 122 a 12 134

First parked—1, Italy, Lucia Tapatish (Bru-no Zarrilla, Robert Manya), sp. 9:89, 8, Ner-vov, Markus Roth, 13:30, Penaltise—Cie Dehi-strom, Norway, 7:42; Michael DaAngelle, 19ahy, 10:18.

intry, rearway, 7:42; Michael DeAngelle, intry, 10:10.

Second period—3, Italy, Gluseppa Positistic (John Vecchigrelli), 31:33. 4, Nerway Marius Rath, 29:01. 8, Norway, Ole Dahistram (Alerius Rath), 29:37. Penatitas—Get Hell, Nerway, 20:22; Lucio Tocatiste, Italy, 29:40) Tem Johansen, Nerway, 34:92; Robert Obertruch, Ishr, 29:32.

Titled period—6. Italy, John Vecchiarelli (Gluseppa Positisto), 34:33. 7, Norway Ole Dahistram (Patter Saintan), pp. 39:11. 8, Norway-way, Get Hell (Ole Dahistram), 87:54.

Penatitas—Tommy Jocobsen, Narway, 48:21; Alichael DeAnaella, Italy, 44:32; Carl Gunnar, Gundersen, Norway, 47:15; Robert Manno, 1stry, 54:53.

Shote on sent—italy 13-14-13-40, Narway, 74-

# SPORTS 1992 WINTER OLYMPICS

# Tomba and 'Tombagnoni' Make It a Giant, Super Day for Italy

# Compagnoni Drops Merle To 2d in Women's Race

By Gerald Eskenazi New York Times Service

MERIBEL, France - Each of the previous II skiers had zoomed down the mountain Tuesday chasing the crowd's beloved Carole Merle, a daughter of the French Alps, and each had failed by an

And now the Italian, Deborah Compagnoni, known by her countrymen affectionately as "Tombagnom because of her daring style reminiscent of her training partner, Alberto Tomba, dared to try to wrest the gold medal in the women's super-giant slalom. Her legs throbbed, though, from the skiing accident two years ago that had halted her career.

M. 37.5

ATTEN.

7857

Secretary Page

マラン くぎょ

(#32 BL)

## (E'S)

3 Take 35.

**建筑设施** 

44. PXT

130 PA

STATE STATE OF THE STATE OF THE

This was a mile run over a course that combined the speed of the downhill with the sensitivity needed to negotiate the slalom gates. Twists and turns at speed.

At the bottom, the largely home crowd was anticipating the medal Compagnoni took off, low to the

ground, arms in tight, not flapping. Just as she and Tomba had learned

She looked good. She hit the first marker in 29.96 seconds — faster than Mede had reached this point. At the bottom of the mountain, the crowd carrying tricolors and ringing cowbells let out a nervous "Oh!"

But the spectators recovered quickly. After all, II others had taken after their Carole and failed. And Compagnoni was only 33 humdredths of a second ahead.

But suddenly, she was to recall, she did not think she could finish. "My legs hurt. I did not know if I could go on," she said. This is an athlete with problems. Two feet, about 60 centimeters, of intestine were removed last year. She cannot eat food that contains iron.

#= #= #= = Z

್ಲಬಚ್ಚು?

n. Lett [18

· All the state of

್ಷ ವಿಷ್ಣಾಮಕ್ಕ

و جا تنده کا د

147 - 14**2**22

ne samb

11 FlierPz

5 10 10 75

... .. -::

್ನಾ ೧೯೭೭ರಲ್ಲ

- ....

1.75

5 Transfe

. 4 - - -

inger to Fares 2

أخليج والمراجع والمراجع

we have that with

تت ن

34 75<u>1</u> 12.5

The crowd below could not see the skier yet. From where they stood, only the bottom third of the run was visible. But they saw the new time displayed on the televi-sion screen — "Oh!" again — and the Italian had increased her lead to more than a second.

Now she loomed over the crest, arriving with a spray of snow kicking up behind her. Maybe, Maybe, the same problems would happen to her, going wide over the final 100 meters, just as Petra Kronberger of Austria had done minutes earlier, just as Katja Seizinger of Germany had done, just as Uhike Maier of Austria had done. All had had a

Now, the crowd hoped, it was Compagnoni's turn to fail. Not Tuesday.

Doggedly, still low and tight, knees throbbing, Compagnoni took the final gates. She whizzed under the finish line. Alpine si-

"My legs don't hurt any more,"

she recalled thinking. She had sped the mile in I min-ute, 2I.22 seconds. That was 1.41 seconds faster than Merle, who had what had seemed to be a huge lead of more than half a second over

Compagnoni's victory was this decisive, though: None of the first 39 finishers had a victory margin over the competitor behind her that was so great

A television camera was thrust

into her face. "I hope Tomba wins like I did,"

She knew that in a few minutes, Tomba would go after a repeat Olympic medal in the giant slalom.

He got it, too. Compagnoni, a Northern Italian, often trains with Tomba. This, though, was her first Olympic med-

For just a shade under half a minute, it seemed there might have been one for the United States also. The very first skier of the day was Diann Roff. She brought gasps

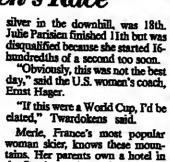
from the throng when she was timed at 29.95 seconds for the first marker. Only Seizinger, who ended up with the bronze, would be quicker there.

Her attacking strategy had worked, but only up to a point. After 10 more seconds, Roff imished negotiating a gate.

"There's a fall-away after the gate," she recalled. "I just got on my inside ski, hit a little bump, and it was over. And so it was. She was down.

But three more Americans skied the course, and Eva Twardokens of finished eighth, 2.97 seconds out of

Hilary Lindh, who had won the



the Southern Alps and she is considered a local hero. "I am not disappointed," she said. "A silver medal is fantastic." Fine Weather Expected

Forecasters on Tuesday all but ruled our further weather disrup-tion at the Winter Olympics, The Associated Press reported from Al-

The weathermen said that the fine, cold weather would continue at least until Saturday. Conditions could deteriorate on Sunday, they said, when the only outdoor event is the closing ceremony.

Only one event, the women's su-per-giant slalom, has been post-poned because of bad weather



since the Games began on Feb. 15. Deborah Compagnoni whizzing through the super-giant slalour Tuesday to defeat the French favorite, Carole Merle, by 1.41 seconds.

# In Classic Confrontation, Girardelli Is Runner-Up

VAL D'ISERE, France — It was more than a dramatic showdown of champion skiers. It was a classic confrontation of Olympic ideals. Alberto Tomba, whom all of Italy adores, versus Marc Girardelli, the

How do you like your Olympics, with flag-waving nationalists or purely for the sake of athletic cometition? For Tomba, the giant slaom course was laced Tuesday with thousands of horn-blowing, ban-ner-toting, Tomba-worshipping zealots. For Girardelli, the only known fervent supporter was his autocratic father and coach, Helmut Girardelli, pulling for his progeny somewhere on the mountain.

Both men responded dramatically to the challenge of their respective followings. Luxembourg's oneman alpine delegation, having been taken from his native Austria by his father at the age of 12 after a dispute with that country's ski federation, nearly stole his electric rival's Olympic thunder. But Tomba, in the end, only added to the legend of

The last of the 15 seeded skiers in

score, Tomba roared down La Face de Bellevarde in 1:02.41, the fastest time of the day and snatched a history-making gold medal from Girardelli, a 28-year-old, four-time World Cup champion who has nev-er gotten to the Olympic gold.

By winning the event he also captured at the 1988 Calgary Olym-pics, Tomba became the first Al-pine skier to successfully defend an Olympic gold medal in the same event. He will attempt a double repeat in the slalom Saturday in Les Menuires. Girardelli, unless a reported injury to his left knee dur-ing Tuesday's second run dictates otherwise, should remain in hot pursuit. Likewise Norway's Kjetil-Andre Asmodt, Sunday's gold medal winner in super-giant sla-lom, who Tuesday took the bronze.

True to his mystique, Tomba did not let victory pass without playing it for every photograph it was worth. He hugged the beaten but unbowed Girardelli behind the finish line. He lifted his skis in the paim of his right hand. He mixed with his fans by the side of the course, telling them he loved them as much they love him.

"I did know what happened until I saw all the flags waving," Tomba said. "Then I knew that I won." It could never be this way for

Girardelli, Luxembourg being more a mailing address than a home. It seemed as if all of Italy had poured through a narrow mountain pass into this icy Savoie outpost in support of Tomba. He is a rare ski champion from a city, Bologna.

Tomba fans had come the night before, hundreds standing in the cold to scream his name as he picked the sixth position for the morning run in a public draw, Fan clubs from Italian villages marched by group on the streets three hours before the first run, waking up the village by blowing horns and singing songs. By the time the course was set, and the skiers were at the top, the fimsh line area was draped in the Italian colors, red, green and

Tomba set the pace in that first run, in 1:04.57, with Girardelli second, 13-hundreths of a second behind. For the second run, as always, the course was moved slightly, to create a fresh line of snow. As temperatures dropped, so

did the times. In reverse order of their morning finish, the skiers descended, one position. Finally, when Girardelli made his second run in I:02.60, passing Aamodt, the challenge was made. From the top, Tomba re-minded himself, he said, to "attack

the bottom of the course." He would have to to win. His first spbt time placed hun 12th. His second had him sixth. During the last third of the race, Tomba, as one of his fans' banners read: "Sulla neve vola Tomba, como in ciclo

snow, like a bomb in the sky. He needed 1:02,72 to win. He finished in 1:02.41. His overall time, 2:06.98, beat Girardelli by roughly a third of a second. Close,

ma bomba." Tomba flies over the

though not as close as it sounds. "It is true that in World Cup, I did not do well," Tomba said when asked about a couple of much-publicized falls and slumps between Calgary and Albertville, leading him to hire a psychologist he calls adviser and friend. "But maybe, the

Olympics are more important and I concentrated more on this." Again, in sharp contrast to Gir-ardelli, who has said — perhaps in part to soothe past Olympic defeat — that a record fifth World Cup title is all that keeps his battered surgically repaired body going. And when it was announced that Girardelli was hurt, reporters were advised that he would not attend the press conference or Tuesday

night's medal ceremony.
In the company of what was sure to be an Italian love in, the flag of Luxembourg would rise before a

Girardelli Taken to Austria late Tuesday for treatment of the knee injury suffered during the giant slalom earlier in the day, a Luxembourg Ski Federation told

The Associated Press.



Carole Merle's face showed her disappointment as she read that Compagnoni had overtaken her.



Alberto Tomba got a giant-slalom victory, and a kiss from his sister.

#### A dejected Franck Piccard of France, another prerace favorite, finished 18th in the men's giantstalom race at Val d'Isère

# In All Humility

"but let's wait to award me the sialom medal."

For him, that's almost humility. Between runs of the 1988 slalom in Calgary, this 25-year-old son of the owner of a high-priced men's shop in Bologna phoned home and an-nounced, Tell everybody to watch me on television in the second run; I am great today."

He didn't phone home between the runs on Tuesday, but he knew what he had to do and he did it, winning by 32 hundredths of a secand over Marc Girardelli of Lux-

"I knew by midcourse I was be-hind," he said, "so I pushed very hard in the final section, it's fantastic. If I won today, I'm in top

He had predicted, "You will not waste your money betting on me in the Olympics."

And he won with the burden that is often too much for many athletes and many teams - winning when you're expected to win.

He was more emotional than usual: raising his arms and then falling to his knees as if he were Bjorn Borg at Wimbledon, hugging even men, hurrying across the snow to celebrate with his paisans hold-

"Alberto Tomba, Grazie al Esistere," one read. "Alberto Tomba, Thank You for Existing."

Thank you too for upstaging the downhill racers who usually dominate the White Circus, as the world ski tour is known. Toni Sailer of Austria in 1956 and Jean-Claude Killy of France in 1968 were the only Olympic skiers to sweep all three men's Alpine events (downhill, slalom and giant slalom) in the years before the gi-

Tomba now has matched their total of gold medals, and on Saturday he should surpass it.

Sailer and Killy grew up in the

# Zinke Wins at 1,000 Meters, Jansen Ties for 26th



Olaf Zinke of Germany, reportedly ill, won at 1,000 meters.

emerged from a big city. He travels with a coach, a physiotherapist, a sports psychologist, a ski technician and an agent. He endorses Italian ski jackets, bibs, goggles and poles as well as French skis, bindings and boots. His annual earnings have hovered around \$1 million and surely will soar above that now that he has claimed Tom-

baville for himself. "Since the Olympics are in Al-

Alps, skiing to school, but Tomba bertville, like my name, I think the Olympics will be something special, and when I win it will be known as Alberto-ville," he had joked for weeks. "And don't forget that four years ago the Olympics were in Alberta, also like my name. I feel maybe it's destiny for me to win in these places."

And when asked Tuesday what he would say to himself in English, he replied, "Congratulations, Alberto. Thanks very much, me."

By Christine Brennan

Washington Post Service

ALBERTVILLE, France—Olaf

inke, the reportedly ailing speed

tied up and his smooth stride even though he is the German national champion at 1,000 meters.

"I just got tired," Jansen said.

There were rumors that he was sick with flu, but it turned out that 500skater who was the last to win the East German sprint championship, broke from international obscurity Tuesday to win the gold medal in the men's 1,000 meters while the U.S. hopeful, Dan Jansen, had a you're going well and not that dismal day and finished tied for much when you're tired." dismal day and finished tied for

Zinke, 25, a car mechanic whose training is subsidized by the city of Berlin, won the fifth speed-skating gold medal for Germany at the Olympic Games in 1 minute, 14.85 seconds, one 100th of a second faster than the surprising silver medalist, Kim Yoon Man of South Korea, who finished in 1:14.86. Yukinori Miyabe of Japan won the bronze in 1:14.92.

The United States had a terrible overall performance, with Nick Thometz, the top American, finishing 15th in 1:16.19; Eric Flaim, who was fourth in this race in 1988, tied for 16th in 1:16.47; David Besteman 20th in I:16.57, and Jansen, who finished fourth in the 500 on Saturday, tied for 26th in 1:17.34. Barring a huge upset in the final speed-skating event, the men's 10,000, the U.S. men will go

through an Olympics without a speed-skating gold medal for only the fourth time in history. It happened in 1956, 1972, 1984. "I always expect a lot of my skaters," said the U.S. coach, Peter Mueller. "I don't put a number on medals. I don't like to do that, but I thought three or four was a possi-

No one could blame the poor U.S. performance on the weather conditions, which were ideal for the first time at the Olympic Oval. It was cold, the ice was hard, and

there was no wind. "If we had today's ice for the 500, the results would have been different," said Jansen, the hardluck skater of the 1988 Calgary Olympics, who fell twice there after

his sister's death. Jansen was on gold-medal pace for the first 600 meters but faded badly in the stretch. As he went into the last two turns, Jansen's legs

I always have trouble with the last lap. I knew I was going good and at the 600 was 310ths faster than Zinke [44.63 seconds to 44.97 for Zinkel, which means a lot when However, Jansen defended his

> decision to go out fast. What's the difference if I'm fifth or sixth or 20th," he said. "I was going for a medal today." Nonetheless, Jansen, 26, said there was "a strong possibility" he would come back for the 1994 Winter Olympics in Lillehammer, Nor-

icans — except for Bonnie Blair — have had trouble carning, while the Germans have been winning them in bunches, 11 in nine speed-skating races so far. Zinke was an unlikely winner, half the length of a skate.

Medals are something the Amer-

Champion Daigle Is Ousted **In Short Track Preliminaries** 

ALBERTVILLE, France - Syl-

via Daigle, a four-time world champion from Canada, was eliminated Tuesday in the preliminary heats of the Olympic women's 500meter short track speedskating. Willy O'Reilly, of Great Britain, the men's 1,000-meter world cham-

pion, won his heat in 1 minute, 37.79 seconds. O'Reilly won the gold medal in the 1988 Olympics, when short track was a demonstra-Daigle, among the gold medal favorites, fell behind in her three-

women heat after clipping skates with American Cathy Turner and was eliminated after finishing last. Turner, 29, won the heat in 47.69 seconds to advance with 15 other ekaters to Saturday's semifinals. The women's finals and men's 5,000-meter relay finals also will be

skated that night. Turner gave up short track skat-

ing at age 21 to pursue a singing and songwriting career in Las Ve-gas, but returned to the sport after the 1988 Olympics in Calgary. Turner was the only one of the

meter gold medalist, Uwe-Jens

Mey, who was entered in the race

nn Tuesday, was the one who was

"You have to be surprised that I

won," Zinke said, "If Uwe had

raced, we would have seen which of

Flaim, who had to put his hand down to keep from falling in a turn,

was in the same pair with Zinke.

Flaim said. "There are no favorites.

lgor Jelezovski was said to be the

favorite and he was sixth." a refer-

ence to a member of the Unified

Even more shocking was the per-

formance of Kim, a 19-year-old

college freshman from Scoul who

simply was hoping for a top-10 finish. He missed a gold medal by

"This is the Olympic Games,"

us would have won."

three American qualifiers to survive the preliminary heats. Amy Peterson, 20, was eliminated in her 500 heat and Andy Gabel, 27, was disqualified in his 1,000 heat.

The men's 1,000-meter and

women's 3,000-meter relay finals will be Thursday at the Albertville Ice Hill, also the site of Olympic figure skating.

■ Games on Budget

Jean-Claude Killy, co-president of the organizing committee, estithe Games would be no more than 5 percent of the \$800,000 budget, The Associated Press reported. He said it would be April or May before a final tally would be estab-

pedestal that was empty. Girardelli was rushed to Austria

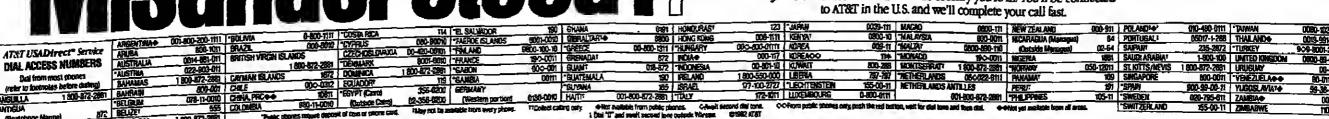
The official said he could provide little detail about the extent of the injury, but that Girardelli was going to see an Austrian doctor who had operated on him in the

# Misundêrštoód?

AT&T USADirect Service makes it easy to call home.

lust dial the access number of the country you're in. You'll be connected





#### **POSTCARD**

# Wonder Woman's Mom

By Andrew H. Malcolm New York Times Service ETHEL, Connecticut — In BETHEL, Connecticut — In case you've been away 40 years, Wonder Woman is still fine

Her invisible plane has disap-peared. But the enlightened emissary from the testosterone-free Isle of Paradise, who entered our violent dimension to combat the aggression of history's males through the Amazon philosophy of love and strength, is still the most powerful, determined brunette in a star-spangled strapless swimsuit to educate three

generations of comics readers. After 50 years and more than 600 hair-curling episodes. Wonder Woman has dumped Steve Trevor,

who'll soon marry Etta Candy. But Ms. Woman remains determined to prevail over the forces of crime and/or evil, sexism, war, brutality, hatred, racism, The Cheetah, Deathstroke and any who dare challenge The Power of Love.

Having destroyed European communism without acquiring a single gray hair, she is prepared to pit her bulletproof bracelets and Lasso of Truth against the ruthless demons who seek to re-enslave the bberated lands as early as the April issue.

But, wait! What's that? Like the crash of thunder from the sky above comes a new menace, The

Wrath of Wonder Woman's Mom. Ever since Wonder Woman materialized, readers thought the Amaz-ing Amazon was daughter to Hippolyte, a 1,000-year-old queen. But now we can reveal the true identity of Wonder Woman's real Mom.

She is Elizabeth Holloway Marston. She's not 1,000; she's 99, come Thursday. She's darned proud of it, if you'd like to know. (And you had better.)

Marston is the widow of William Marston, a psychologist who gained more fame for a comic character than his other evil-fighting tool, the lie detector. One dark night as the clouds of war hovered over Europe again, Marston consulted his wife and collaborator,

also a psychologist. He was inventing somebody like that new Superman fellow, only his character would promote a global psychic revolution by forsaking Biff! Bam! and Ka-Runch! for The

Power of Love. Well, said Mrs. Marston, who was born liberated, this super-hero had better be a woman. SHAZAM!

Wonder Woman was created in the Marstons' suburban study as a crusading Boston career woman disguised as Diana Prince, who could dash into a ladies' room (the lines were shorter in those days) and emerge in her eagle-festooned red-white-and-blue crime-fighting

The world was ready. Wonder Woman's first adventure involved bank robbers whose fedoras kept flying off in surprise, and Steve who was handsome but required

regular rescuing.
Millions were sold. Eventually, W.W. became a TV series starring Lynda Carter, which many fathers volunteered to watch with their

Meanwhile, in a small Connecti-cut town Wonder Woman's Mom has disguised herself as a retired editor who lives in postwar housing with Bear, the Wonder Shih Tzu who can sleep and snore at the same time; a black cat named Sylvester, who can sleep, and a dedicated son, Pete, who can sell real estate.

Wonder Woman Sr. was born on the Isle of Man, the first female in three generations of Holloways, later emigrating to Boston. Mrs. Marston's regal Victorian mother encouraged early independence.

"You can do anything you want," said the Mom of Wonder Woman's Mom. (Does this sound familiar yet?) So, after psychology at Mouni Holyoke, Mrs. Marston applied to law school. "Those dumb bunnies at Harvard wouldn't take women," she recalls, "so I went to Boston University."

After keeping an ardent Marston suitably waiting, she married him. She kept her writing career. Mrs. Marston is still writing, an antobiography as it happens. Next comes a history of the Magic Maiden.

The Marstons made quite a household - an inventor testing inventions on his wife, four children who could not fly, one super-heroine, assorted do-badders like Prince Pagli and the Seal Men and a psychologist using psychology on her busband to "throw in my 2

cents." In one early episode Wonder Woman advises girls on escapes: "It's easy to break bonds if you

Except those to Mom.

# Good Time Eddie, the Music Magnate

By Mike Zwerin
International Herald Tribune

ANNES - With Eddie Barday, the question you think about first and above all is, can money buy happiness? Having a ball is his profession. If you believe his autobiography "Que la fête continue," the fête started just about the time he was born 71 years ago and shows no signs of abating. Put it this way, he's no

party-pooper.

The good-time-Eddie image is by now

so deeply implanted in his reality, he ap-pears to have lost all track of where one stops and the other begins. Is this seamless or unseemly? His up-front macho endorsement of polygamy as healthy ecology, of conspicuous consumption as good economics and partying as a sort of year-round Rite of Spring must be considered together with a generous nature, a sharp mind and an impressive list of credits. A music mogul akin to Sam Phillips, John Hammond and Ahmet Ertegun, with more than a dash of Hugh Hefner, he was born Edouard Ruault of parents who owned and managed the Café de la Poste opposite the Gare de Lyon. He quit school to become a waiter there, where he learned the value of money and how to get along with people and the connection between

Studying piano as a teenager, he learned jazz by listening to records by his heros Louis Armstrong and Teddy Wilson. He accompanied Django Reinhardt during the Nazi occupation, when French jazzmen continued to play this banned "Judeo-Negroid" music by changing the names of the American tunes — "Sweet Georgia Brown" became "Douce Georgette Brune" — and calling it French folklore.

Although he loved jazz and was good at it, he knew he would never be as good as Art
Tatum. Being a perfectionist, second-best
wasn't good enough. Cultivating his "look"
— silk shirts open at the neck, tailor-made jackets, a Clark Gable moustache - he discovered that women love bedroom-eyed jazz piano players, and that he played women better than the piano. And whatever the limits of his musical talent, he was sensational when it came to recognizing and

marketing the talent of others. After the war, he started a jazz record company and recorded, among others, 70 78-RPMs by Django. His wife Nicole took care of the bookkeeping. Eddie delivered the product by bicycle. They stored their inventory in the bathtub. He started a classical label (Berg and Webern), a pop label (Eddie Constantine, his discovery), a Latin label (Machito, young Astor Piaz-zolla) and eventually merged them all into Barclay Records, which would become the largest French record company.



Barclay's party image: Drink to the bride

In 1955 he came back from a trip to New York with a new product called the LP. There were about 200 LP turntables in France at the time, the people who owned them were "in." The first to produce LPs in France, Eddie Barclay was called "Le Roi du Microsillon" (The King of Vinyl) and became very "in" indeed.

In 1956, he was having a drink with the musicians in Lionel Hampton's band backstage at Salle Pleyel when a handsome young trumpeter introduced himself and aid he was also an arranger and he loved Paris and was there something for him to do here. His name was Quincy Jones, Eddie smelled talent. Quincy took up residence and wrote arrangements for the big band Barciay had at the time, which included the star sidemen Don Byas, Kenny Clarke and Lucky Thompson, and the

singer Henri Salvador.
He signed Jacques Brel, Charles Aznavonr and Leo Ferré to contracts before they were widely known. Sometimes he signed contracts on paper napkins in bistros, or there were no contracts at all. His word was enough. Artists offered higher prices by other record companies remained with Barclay, who they liked and trusted. He is known for sticking with friends through tough times. He released records of songs sung by Yul Brynner, Alain Delon, Sophia Loren, Bernard Tapie and (recently) Anthony Quinn. For the

fun of it. You can't best fun. Barclay likes to have people he likes around him and he likes to go first class all the way. The first-class life attracts classy people — particularly classy young women — if the person living it has class. He appears to have no complexes about whether he is liked for himself or his money. He

knows who he is. His large villa in Saint-Tropez is often filled with classy guests. He had his picture taken, always smiling, usually holding a glass of champagne, with

Jack Nicholson, Valery Giscard d'Estaing, Prince Rainier, Brigitte Bardot, Roman Polanski, Warren Beatty and so on. His official bio informs us that he was named honorary Haitian consul in France by Jean-Claude Duvalier and had an affair with Rianca Jagger before she married Mick. These are facts presented on a factual level

without differentiation, like hit records.

The names of his eight wives are also listed there. He throws a wedding party every year, even if it means marrying his current wife a second or third time. Anything for a party. Each wedding party is the talk of the Parisian social season. Count Basie, Herbie Hancock and Toots Thielmans have been hired to play for them.

If his eighth wife Caroline is 46 years younger than he is, so what? What right does anyone have to call him "silly," "vul-gar," or a "sugar daddy?" Beyond such judgments, he says that he and Caroline are happy, that's all that matters. If they are no longer happy, they will separate and he will marry again. And there will be an even bigger party.

The parties became so fabled that he formed a company to organize parties for others. Calling himself a "party profes-sional," he chooses the location, the caterer, the entertainment, the dress code, and helps clients with their guest lists. His reputation for style is such that he has licensed his name to promote expensive champagne, cognac, cigars ("B for Bar-clay") and perfume.

His film company is producing docu-mentary portraits of Quincy Jones, Elton John and others; in addition to a TV soap called "Show Biz," which he compares to "Dallas": "It's about stars instead of oil." He laughs. He does not pretend it's "Citizen Kane": "It's much more expensive." He laughs again: "Til need partners." Piece of cake. There's always more money when he needs it.

While admitting to "playing the game when necessary," he has earned his wealth honorably, through taking risks, hard work, keeping his word, fostering talent, and mak-

ing his rich and famous friends happy. Talking to Barclay, reading his autobiography and reflecting about him later, it is very difficult to find anything deeper than the name-dropping level. Look for the person behind the names and you will find credits. No debits. This is top-billing lifted to a metaphysical level, appearance as reality. The dance of unlisted numbers.

What you see is what you get.
To conclude with his own words: "Pleasure is like a métier, you can learn it. I began to learn at a young age and I have every intention of continuing. Life is too serious to be wasted on serious people."

PEOPLE

'Cool as Ice' Scores As Worst of Worst Films &

"Cool as Ice," starring the rap singer Vanilla Ice, was nominated for seven Razzies, making it the worst of the worst pictures of the year in the 12th annual Golden Raspberry Awards balloting. Four other box-office and critical bombs other box-office and critical bombs won Razzie nominations: "Dice Rules," "Hudson Hawk," "Nothing But Trouble" and "Return to the Blue Lagoon." Leading the list of worst actors of 1991 was Sylvester Stallone in "Oscar," Bruce Willis in "Hudson Hawk," and Kevin Costers in "Robin Hood, Prince of is in "Hudson Hawk, and always Costner in "Robin Hood, Prince of Thieves." Among the worst actresses were Kim Basinger in "The Marrying Man, " Sally Field in "Not Without My Danghter," and Madonna in "Truth or Dare."

The actor Gérard Departieu will preside over the jury at the Cannes Film Festival. The annual festival will take place from May 7 to 18.

Farchuk Hani'l

Marins Cuts

7

7 m

grant or annual

<u> Cr. 18</u>

grand :

date to the second

學 22 ... \_\_ .

3:2.

- L

Kio:

Mile Voter, Lash

eac.

It was no walk on the wild side. but rather a dignified ceremony for Lou Reed, 49, the former leader of the Velvet Underground. He was designated Tuesday as a knight of France's Order of Arts and Letters by Culture Minister Jack Lang in

Michael Jackson has abandoned a nonsinging African tour dogged by controversy, and will fly home to the United States, officials said Tuesday. "He wants to get back to the States," a U. S. Embassy official said in Dar es Salaam, adding that Jackson was due to fly home via London on Wednesday.

Lawyers for Paul Bocuse, the French chef, met a director of Mo-Donald's Netherlands in Paris to discuss a settlement in a dispute that began by showing Bocuse in a Dutch Big Mac ad. The company says it is willing to pay some com-pensation for the cher's unwitting role in the ad.

The tenor Charles Anthony made history at the Metropolitan Opera. in New York when he appeared in the role of Borsa in Verde's "Rigoletto." It was Anthony's 2,396th performance at the Met and set the record for the most performances sung by a principal artist. He made his Met debut on March 6, 1954.

TODAY'S

#### BUSINESS MESSAGE CENTER

Appears on pages 4 & 5

ANNOUNCEMENTS

THE IHT IS NOW AVAILABLE IN MANY U.S. CITIES ON DATE

OF ISSUE

Subscription copies are now fit rectly to Affords, Chicago, Dem Seattle for speedy mail delivery. In the U.S.A., call

TOLL FREE 1-800-882-2884 In New York , call (212) 752-3890

Herald Eribune.

BRICHS. The finest hand-made suit. Luranst selection in Switzerland at selection in Switzerland at BIG the leading men's store. Str. 13, Zurich 01-211 29 50.

ALCOHOUGS ANONYMOUS English the leading meetings doily. Tel: PARS 46 34 59 65 or ROME 678 0320.

TECHNICAL WRITING CAREERS

**ANNOUNCEMENTS** 

AMERICAN UNIVERSITY

OF PARIS

AMERICAN UNIVERSITY OF PARIS

INT'L TRADE LAW CAREERS FREE INFORMATION SESSIONS

nte arquite lor frontegol Studies offers a 4-month day or 7-month evening corporate porologial training course in tri 1 frode Low, tought in English Graduotes receive a Paralogial Certifi-cate and employment placement assi-tance. Cell 1-45 51 45 30 to reserve a place at a free information Session on February 27 at 1850 at 147 rue de Grendle, 75007 Paris.

Irace cors

Variannamase 36, CH-8027 Zurch
Va. 815915, Fez. 01/20276 30

Tel. 01/20276 10

new TAX-FREE used
the Raver + Chevroler + etc.
dos + BANW + Audi + etc.
t + Josp + Jaguer +
day registrative
volume

**AUTOMOBILES** 

E INTERNATIONAL AUTOMOBILE DICHANGE CUB (LA.E.C.)

U.S.A. Office: Tel: 908-972-979: Froe: 908-972-979; Erropeon: Office: Tel: 44 602 807 741984. Foz: 44 602 76483, All Europeon: U.S. & Jopanese pecification vehicles: Direct worldwide internatedurers prices. RFD & U.D. lenefit from the best worldwide prices. Worldwide shipping. Serious inquiries.

Tel. 307/374-3222 rox 305/384-384. (BICEDES - 9EMZ L 2624, 6 r 4, 200 ms, new, Mercsdes Barz, D7417 Philistreen, Germony, Tel. 0047-7121-702529. Fox: (0047-7121-702540) 1993 JEEP GRAND CHERCHEE LTD. Other medias ovalidate from U.SA. Fox PGI for quote: 212-876-9227 U.SA.

**AUTO RENTALS** 

**AUTOMOBILE MARKET**  ARMORED VEHICLES 3 x MERCEDES BENZ 500 SEL 3 x MERCEDES BENZ 500 E

ASBECK ENGINEERING
Poppelsdorfer Allee 104, 5300 Bonn 1, GERMANY
Fax: 00-49-228-636583 - Phone: 00-49-228-659988 **AUTO SHIPPING** 

SAVE ON CAR SHIPPING, AMESCO, Kribbestr 2, Antwerp Belgium, To/from US, Africa. Regulor Ro-Ro soiling, Free hatel. 11 32/3/231-4239 Fz 232-6353

**AUTOS TAX FREE** 

**AUTOS TAX FREE** 

OCEANWIDE MOTORS
or 1972 brokers for Mercades, Bit
Porsche, GM & Ford Workshide
delivery, registration & shipment
OCM - GERMANY

ATK WORLDWIDE TAX FREE CARS sport + shapping + registration a new & used cars. ATK NV, Terminotte 40, 2930 Braschoot, Release **AUTO SERVICES** 

LICENCE PLATES EXPIRET solution. GMC, 26 Kleamenou, Athens, Greece. Fox 7219080

INTERNATIONAL CLASSIFIED REAL ESTATE MOVING TO RENT/SHARE

interdean **OLYMPICS &** SEVILLE EXPO PARIS (1) 39569000 NICE COTE D'AZUR 9374212

IN THE INTERNATIONAL HERALD TRIBUNE Mith a single od, you reach over 500,000 readers worldwide. REAL ESTATE FOR SALE For information, contact Paris (33.1) 46.37.93.85 or Modrid (34.1) 564 51 12

FRENCH PROVINCES VIENNA, AUSTRIA. Tel: 713-3374, Are you said or wornied? Lonely or depressed? Are you desposing or su-cidal? It helps to talk about it. Phone \*\*\*\*\*\*\*\*MERIBEL\*\*\*\*\* octoff it helps to talk about it. Phone BEFRIENDERS in total confidence. Mon.-Fri. 9:30 am = 1 pro and every day 6:30 pm = 10 pm. PARIS & SUBURBS

> ST AUGUSTIN 210 sq.m. uportment, 4th & duplex, lift, "Directoire" build perfect condition. F8,500,000. Tel: 1-42.89.50.57

> > VIEW ON SEINE

Superb apartment, 3 rooms with parking. Tel: (1) 47.05.50.36

VE MONTAIGNE. A real bargo LUXURIOUS double reception bedroom. Tck (1) 44 53 00 42.

REAL ESTATE TIME SHARING

RECLUE house boot in time sharing PARIS, Bassin de la Vilette, Canal Martin for one week (Red pario P50,000 15 years. 4/5 persons, rent possible H.B.I. Tel (33-1) 42 81 54 8 Fax 42 81 59 17

REAL ESTATE

TO RENT/SHARE

SATELLITE TV RIVIERA SATELLITE. Monaco to S Trapez. Guality satellite installations 8 maintenance. Rest from 10FF/day. New Arabox MPC charmel. R. Mans. Tel [+33] 937878.00. Fax 93.23.46.74

FIINESS

ANNOUNCEMENTS

MOVING

trans euro

World HQ (UK)

GREAT BRITAIN 71 603 5624

ONIGHTSBRIDGE 254/night serviced lucury flots beside Horrods. From 529 in Kensington. Oxbridge Apartments Tel. (71) 835-1611 Fax: (71) 373-0036. HOLLAND

PARIS AREA FURNISHED

ETAL IVIEL
EFFEL TOWER OR
EXPO PORTE DE VEISAILES
a studio to fine room delum qu
to fully equipped and servi
dolly, weekly or monthly
Any further informations
Call 05.345.345 Toll Free
or (1) 45 75 62 20

AGENCE CHAMPS ELYSEES

Tel: (1) 42 25 32 25 Fex (1) 45 63 27 09 74 CHAMPS BYSES LE CLARIDGE FOR 1 WEEK OR MORE high class studio, 2 or 3-room opertments. FULLY EQUIPPED, IMMEDIATE RESERVATIONS Tel: (1) 44 13 33 33

CENTRAL PARS TIENDY MARAIS Lovely sunty, 17th century 50 sp.m. duples, beoms, new decor modern, steel bochelor/couple. Short term. Feb 92 - Jen 93. F9,500 net, Tel. 1-45.58.06.31

PARIS AREA FURNISHED

EXCLUSIVE FURNISHED RENTALS Tel: 1-47 53 86 38, Fox: 1-45 51 75 77. 7th, BELECHASE - EXCEPTIONAL and lovely, perfectly decorated, in a private monsion, large living + bedroom, fully exampled kitchen, Lots of charm. F13,000, Tel. (1) 47,23 04 84.

BEST AREAS-HIGH CLASS BUILDINGS We have beautiful furnished flots (studio to 3 rooms) to let for periods of 1 week to 6 months. [1] 45 30 92 51 PARIS 16TH - RUE ERLANGER - by owner, luturious long term studio 4/ sc.m., bitchen, buth, loggic, F6,200 + charges, Tel. (T) 40 68 23 24. PARTS 5/th, 2 bedroom for with serrors on Soins, Avoidable and of February for 1 month or longer, Also avoidable July & August, Tel. (1) 43 25 65 92 PARTS LA DEFENSE - Learnious 4-room opertment, 2 boths, fully sepapped forbest, TV, garage, 24-hour security, F13,800 net, Tel: 1-40.50,13.99

F13,800 net, Tet T-80.50,13.99

OWNER rests or sels fully furnished oportments in Paris. No commission. Prime locations. Special rates for long term restots. Tet. (1) 43 06 82 92.

FURNISHED PARES 161th On part, fiving, 3 badrooms, large balcany, sun, double garage, 3-year leave, F14,000 + charges, Tet. 1-45.27,86.69

17th SPACIOUS 2 ROOMS, upper floor, beautiful view, short term only. F5000. Owner (1) 427,245.33.

LATEN QUARTER - SHORT TERM. No agency fees. Telephone. Jean-Michel (1) 43 25 08 91, Fox (1) 43 54 57 98.

92, NEURLY, Very beautiful duples,

92, NEULLY, Very beautiful dupler, living + 3 bedraoms, 2 baffs, F17,500 net. Tel: (1) 45 72 66 50. CHAMP de MARS best comfort 60 squ Living bedroom equipped kitchen bath light balcony. OWNER 1-45276710.

PARIS AREA UNFURNISHED 9th Residential, frestone, lift, 169 sqn. Needs freshesing up. Semi-furnished. F10,000 & F1,100 charges. 1-25/3707 MONTAGNE - VIEW ON SENS: -6-7 rooms, newly redose. Exceptional-F25,000. Tel: (1) 42 56 29 96. SPAIN

N MADRID, APARTMENTS Boritor Plazo, Comandonie Zorito, 27-31. The best sailes in the financial center, Daily Weeldy - Monthly rose, All services, Reservations - Tel: (34-1) 5353642. Fax: (34-1) 5351477. [341] 3351497.

IN MADRID, APARTMENTS Place de Espace, 7. The stoel lecurious in fown center, Dolly - Weekly - Monthly rotes. All services. Reservations - Tel: [341] 5428585. Faxe [341] 2484380.

**EMPLOYMENT** EXECUTIVE POSITIONS AVAILABLE INTERNATIONAL CONSULTING FIRM has recently opened German Branch office. Seeks experienced incongent and seeks of the construction of seeks of the constructions, high-sechnology and product development, interested parties for personnel manager in UK (44 235-54835. Native German Ruency required.

GENERAL POSITIONS WANTED NTERNATIONAL AGENTS WANTED for American seramer comp. Fox Mr J. Welpred of [34] 22 248 308

SECRETARIAL POSITIONS AVAILABLE DO YOU NEED A TOP bilingual secre-tory ? GR laterin Services provides you with the best qualified temporary personnel for !/ day, 1 day, month or more of competitive rules. Call Agres (1) 47 58 82 30 Point. AMERICAN ENTERNATIONAL Law firm seeks bilingual secretary, English mother tongue, very good secretory de organizational state recursory, Good resouveration, Esply Box 2632, U.I.T., 2521 Neurily Cedeu, France. EDUCATIONAL POSITIONS AVAILABLE

DOMESTIC POSITIONS WANTED

AVIATION Ywo Boeing 707s 323B: 185 PAX, Fire Blocked,

BOATS/YACHTS

WORLD CLASS MOTORSAILER Amozing burgoin, Amerities abound 56 ft. custom quality, Will deliver, Te 813/746-2115 Fax 813/746-4436 USA LEGAL SERVICES

J.S. Insmigration & Fornity Lowyen 80-02 Kew Gardens Rd., Kew Gar-dens, NY 11415, Fax: 718-520-0203 LOW COST FLIGHTS

ACCESS VOYAGES
One Way
From F1205
Figure F2135
F2135
F3180
F2135
F3180
F2380
F

WORLDWIDE scheduled departure of the lowest ever discount: economy oritore. Credit cords possible. Tel-Poris (1) 42 89 to 81 Fcs 42 56 25 82 DAILY FUGHTS AT LOWEST FAIRS to any major North American and carport. Tel-Poris (33-1) 47 04 67 51.

HOLIDAY RENTALS SWITZERLAND GSTAAD CHALET, 6 km from center, sleeps 6/8, weekts) or month. Poris (33-1) 42/2/74/15/1-42/2/75.11

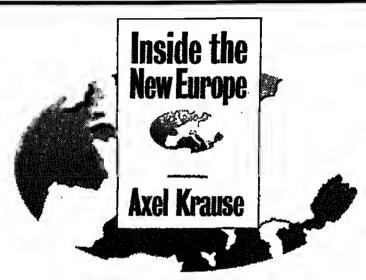
> Page 5 FOR MORE CLASSIFIEDS

For investment information read

THE MONEY

REPORT every Saturdos in the

Imprimé par Offprint, 73 rue de l'Evangile, 75018 Paris.



"A wonderfully lively, unpretentious picture of Western Europe ... and how it appears to a shrewd observer with access to everyone at the top.

Anthony Sampson, The New York Times Book Review

"A judicious look at the New Europe by an experienced and informed observer."

**Publishers Weekly** 

"Axel Krause...has captured brilliantly the dramatic. complicated and historic process of building the New Europe." Robert D. Hormats, Goldman Sachs International

# Inside the New Europe

is an insider's comprehensive account of contemporary Western Europe's effort to become a more powerful and united force in world affairs.

To help answer the many questions about 1992 and beyond, Axel Krause calls upon EC heads of state and government to answer a single question, "What is your vision of Europe in the year 2000 - what will it be, what will it not be?" We hear, in their own words, responses from Helmut Kohl, Jacques Delors, Francois Mitterrand and Margaret Thatcher among others.

Axel Krause, corporate editor of the IHT, was previously correspondant and bureau chief of Business Week in Moscow, Paris and elsewhere.

Inside the New Europe is published by Harper-Collins (New York) and is available through the International Herald Tribune.

isterCard a
EXP.
•

